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The CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2. *Registered as a Newspaper*

No. 2767
VOL. CXVIII.

FEBRUARY 18, 1933

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Roger & Gallet

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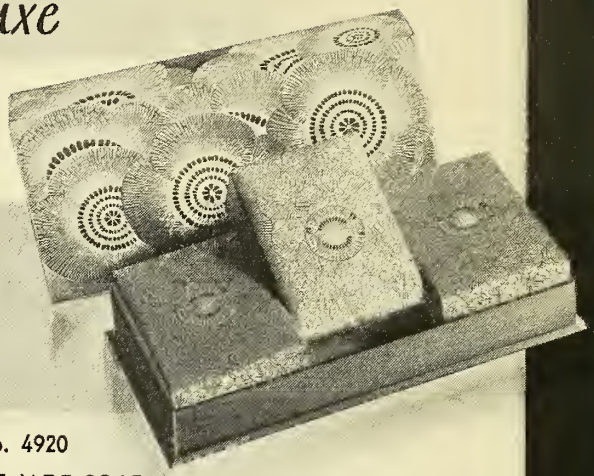
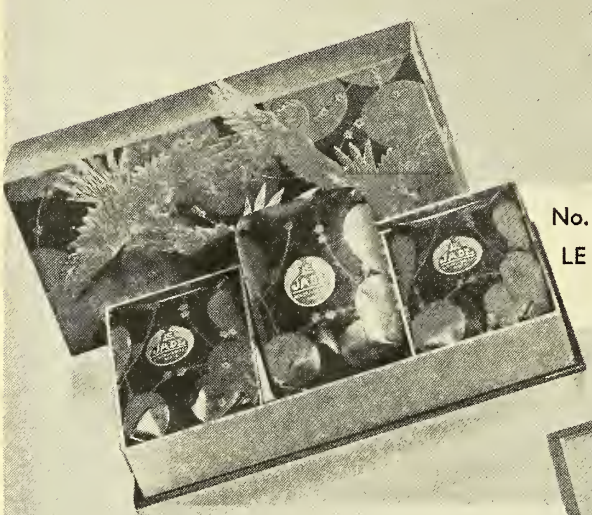
PAVOTS D'ARGENT SOAP
Retails at 3/6 Tablet





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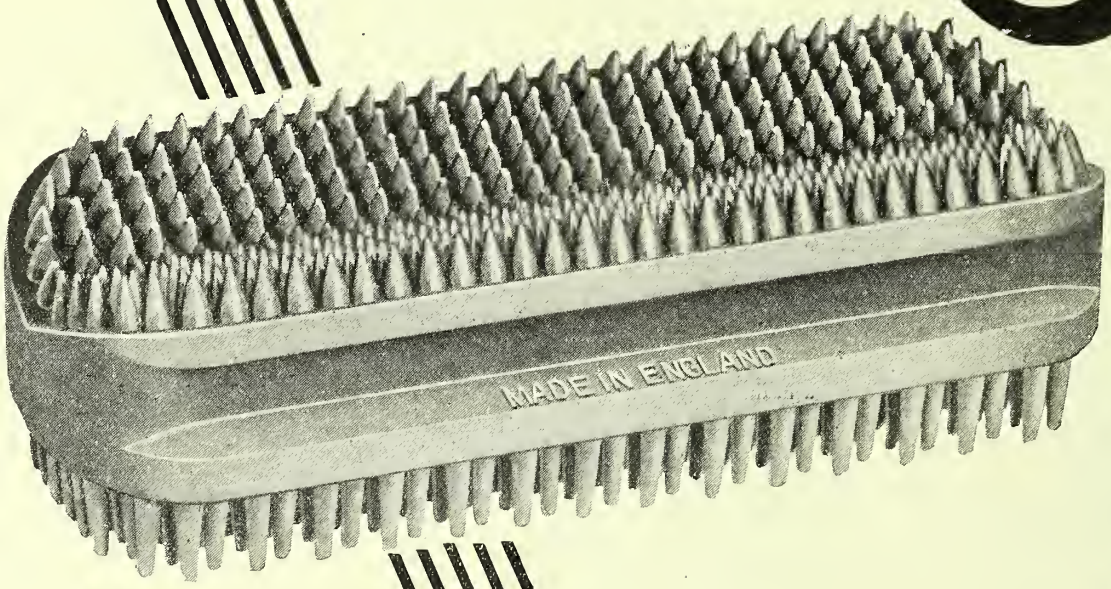

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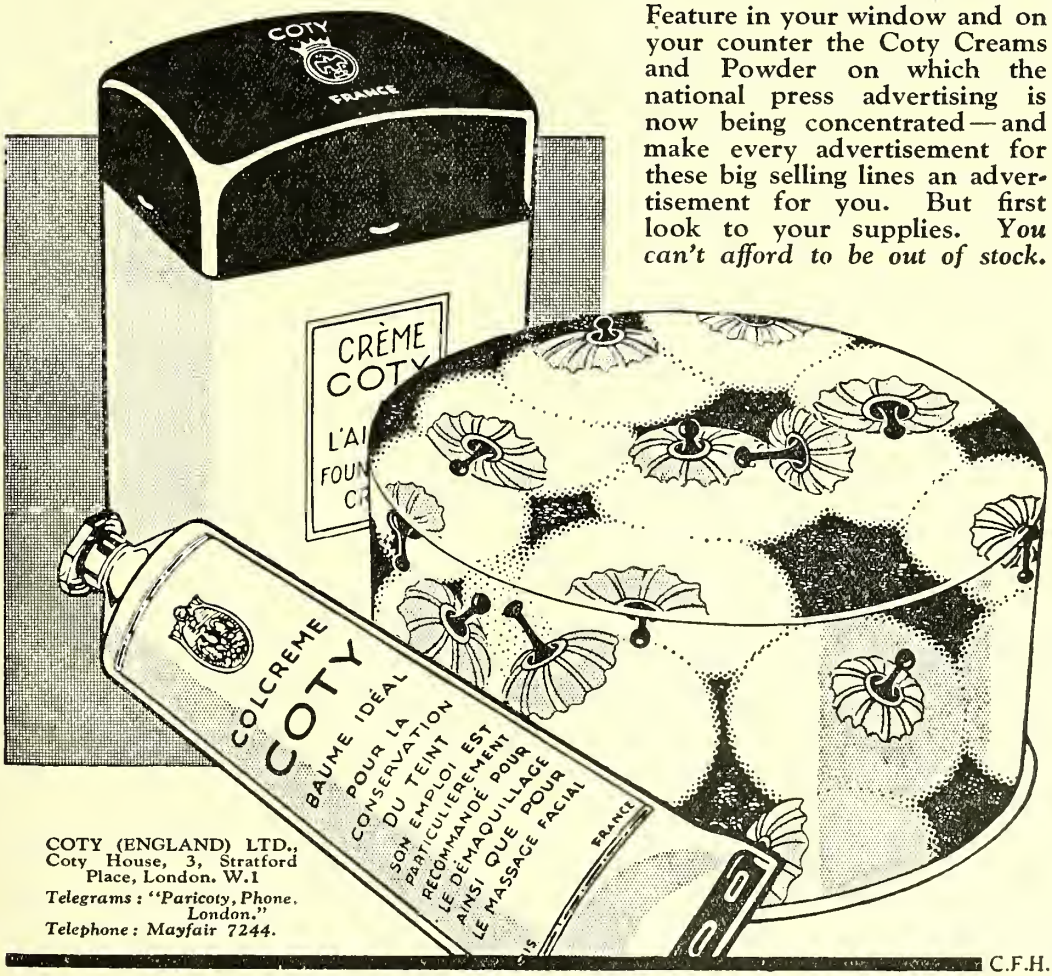

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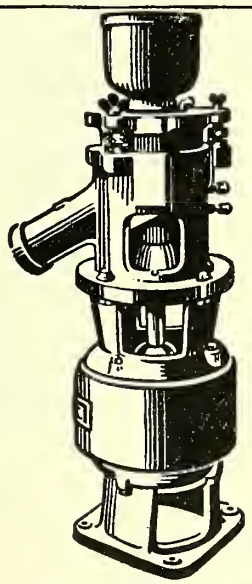

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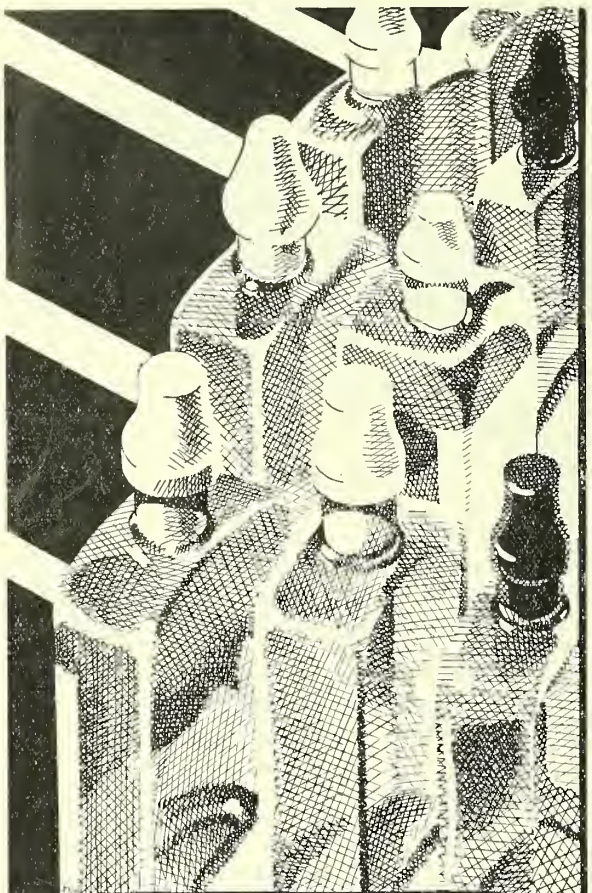

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Evans' Journal vol. 3, No. 3, January 1933 contains an interesting article on the various aspects of Biological Therapy ; A copy is available on request.

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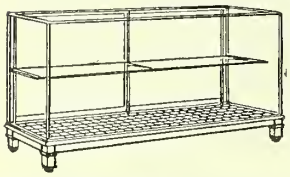

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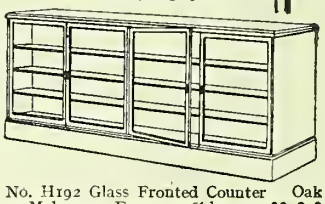

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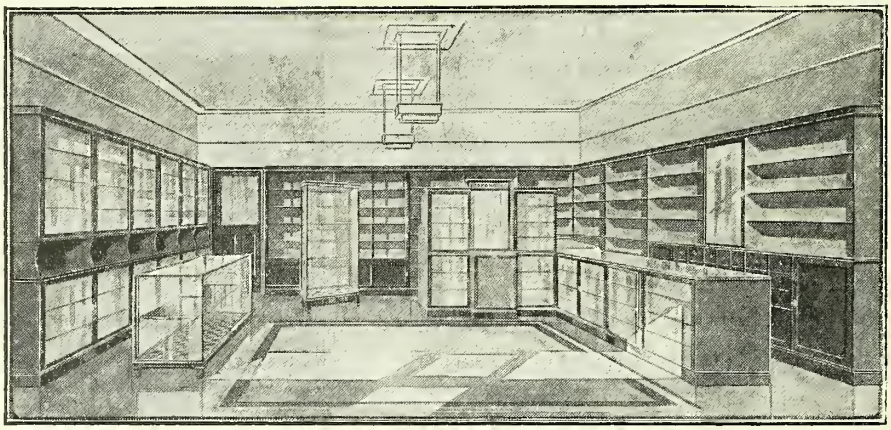

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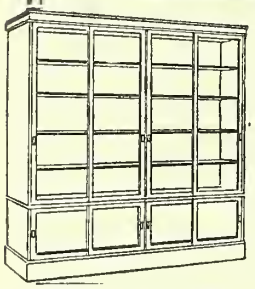

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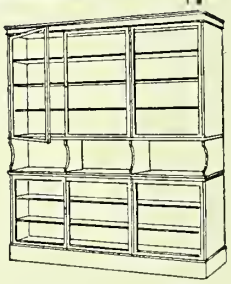
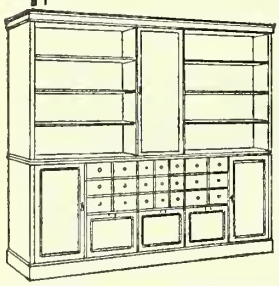
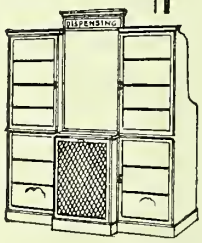


No. H189 Wall Case. Oak or Mahogany Frame, 8′ long. **£20 0 0**

No. H2036 Centre Showcase. Oak or Mahogany Frame. 6′3″ high × 2′6″ wide. **£10 0 0**



No. H 2202 Drug Run. Oak or Mahogany Frame. 8′ long. **£25 0 0**



No. H2179 Dispensing Screen. Oak or Mahogany Frame. 6′ long. **£21 10 0**

We have just published a New 100 page Illustrated Catalogue of Fixtures and Display Fittings No. 1013 which we will be pleased to forward post free on application

J. C. KING Ltd.,

Modern Shopfitters,

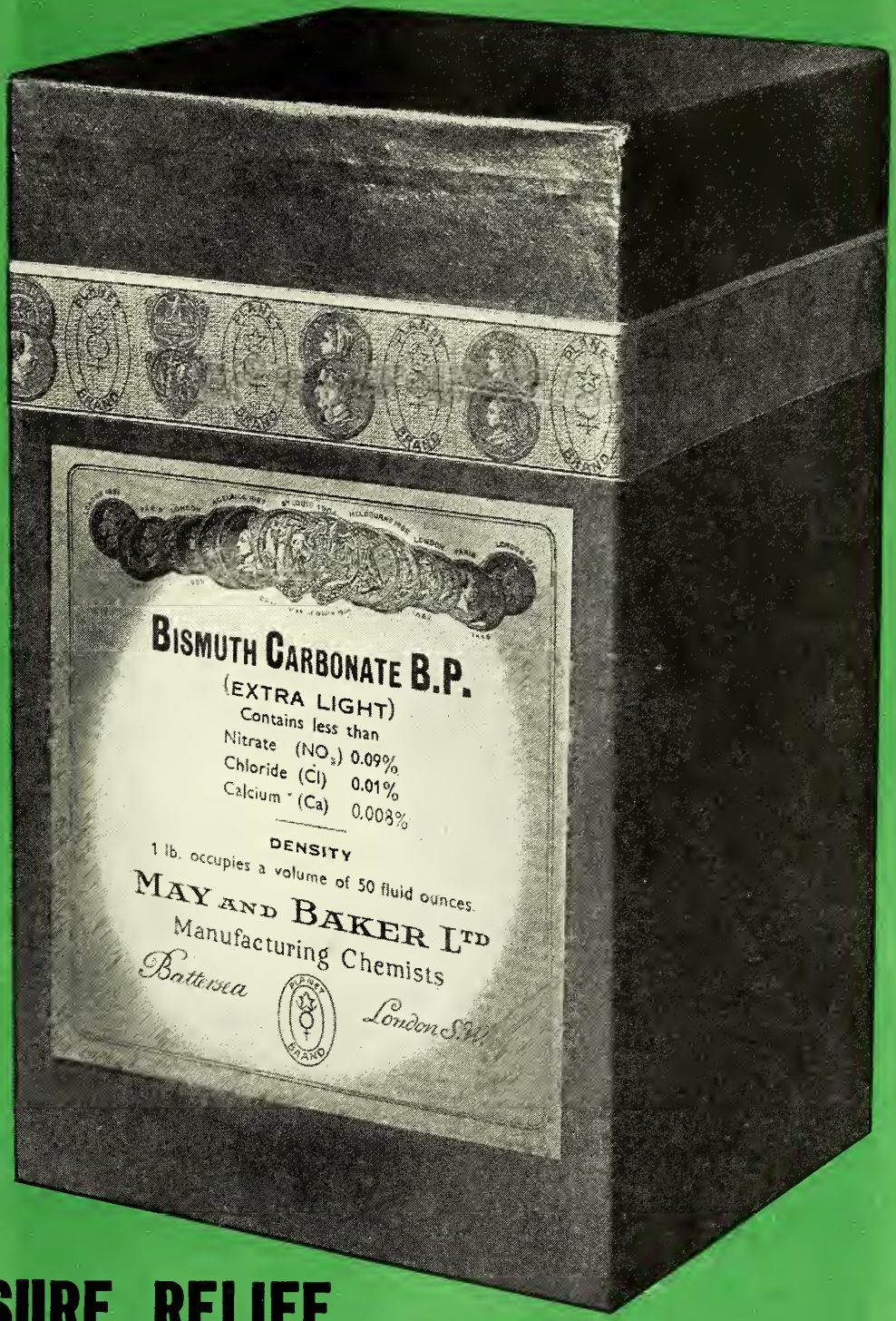
42-60 GOSWELL ROAD, LONDON, E.C.1.

Telephones: CLERKENWELL 2316 (6 lines).

Telegrams: MAINBOOM, London.

FOR DIGESTIVE TROUBLE in GASTRIC INFLUENZA

—dispense Bismuth Mixture



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—dispense the lightest and Purest Bismuth Carbonate

MAY AND BAKER LTD.
Manufacturing Chemists
BATTERSEA, LONDON, S.W.11

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Manufactured by
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FINE CHEMICALS

"Of exceptional purity combined with perfect appearance"

WE EXTEND A CORDIAL INVITATION TO ALL INTERESTED IN SUCH PRODUCTS TO VISIT

STAND A 64

WHERE YOU MAY INSPECT THEM AT YOUR LEISURE AND OUR REPRESENTATIVES WILL BE PRESENT TO GIVE ANY INFORMATION DESIRED

WHIFFEN & SONS LTD.

CARNWATH ROAD, FULHAM, S.W. 6

LONDON

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A A*

TRADE MARK REGISTERED.

FOR COUGHS.

Owbridge's Lung Tonic

FOR COLDS

Owbridge's Lung Tonic, the Original and World famous remedy for Coughs and Colds, is known throughout the whole English-speaking world.

During recent years its sale has rapidly increased in all the British Dominions, notably in India, Canada, Australia, South and West Africa, and there is a constantly growing demand in China and the Far East.

Home and Overseas Buyers are cordially invited to visit our **Stand No. H.57,** where full information may be obtained.

W. T. OWBRIDGE, LTD., ***The Laboratory,*** **HULL**

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SPECIAL FOODS DEVISED. "OWN NAME" FORMULÆ PREPARED & PACKED

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GEO. KING & CO. LTD.
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MAKE YOUR BUSINESS BUZZ!!!

USE **TAYPIT** AND
EVERY PARCEL WILL BE YOUR SALESMAN
"The Best is Always Cheapest"

TAYPIT, The All British Advertising Tape

Sole Manufacturers:
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BRITISH INDUSTRIES FAIR, 1933
OLYMPIA
Chemical Section
STAND No. A78/a

HOPKIN & WILLIAMS LTD.
MANUFACTURERS OF FINE CHEMICALS
16 & 17 CROSS STREET, LONDON, E.C.1

Established 1844

STERLING BRAND CHEMICALS

BISMUTH SALTS
HYPOPHOSPHITES
SCALE PREPARATIONS
CITRATES
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MERCURIALS
STEARATES
ANALYTICAL REAGENTS
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RESEARCH CHEMICALS
PHOSPHORIC ACID
Etc.

BRITISH INDUSTRIES FAIR,
Olympia,
London,
STAND A59

WE INVITE YOUR ENQUIRIES

THOMAS TYRER & CO., LTD.

STRATFORD, LONDON, E.15

Ingram's
LONDON.

LONDON MADE SEAMLESS ENEMAS

London—the birthplace of the great Rubber Industry; its rubber products are recognised as the "standard" of the World.

Ingram's well-known series of guaranteed enemas are made at The London India-Rubber Works, famous for the manufacture of Fine Surgical Rubber Products for over 85 years.

A Special Quality Enema. (Large Bulb.) Fitted complete with Bone Rectum; Vagina Pipe and Leather Shield.

A Reliable Quality Seamless Enema. (Ordinary Bulb.) Fitted complete with Bone Rectum; Vagina Pipe and Leather Shield.

A Sterilizable Enema for Self Use. Easily handled in any position. Fitted with Asceptic Glass Pipes and Valves or, if desired, with Bone Pipe.

A Guaranteed Reliable Seamless Enema. (Large Bulb.) Fitted complete with Bone Rectum; Vagina Pipe and Leather Shield.

The above illustrates four of the P.A.T.A. Series. The full series are:

TRADE MARKS

"Adaptable" "Eclipse" "Sterilendum" "Zebina"
"Atalanta" "Utilema" "Zenith" "Perfex" "Satinetta"

All boxed complete, with directions in the hygienic Ingram Pack

Obtainable from all Wholesale Houses

STAND H.47, EMPIRE HALL, FIRST FLOOR, BRITISH INDUSTRIES FAIR

J. G. INGRAM & SON, LTD.

THE LONDON INDIA-RUBBER WORKS, HACKNEY WICK, LONDON, E.9

Drayton Mill

GOLD MEDAL

TOILET PAPERS

"VALEO"

PURE MANILLA PAPER, THIN, SOFT and SANITARY. About 900 pieces, 12 oz. Rolls.

ENGLISH MANUFACTURE

"LYSOL"
MEDICATED

750 Pieces
12 oz. Rolls.

"SILKO"

AN UNMEDICATED PAPER SOFT and SILKY. About 750 pieces 12 oz. Rolls.

THIN, SOFT as VELVET and SOLUBLE.
NO INJURIOUS PRINT on PAPER.

THE MOST POWERFUL DEODORISING TOILET PAPER MADE

Treated with "LYSOL" under a pressure of 40 lbs. per square inch, which ensures a perfect non-irritating antiseptic paper.

Cartons

GOLD MEDAL

"IVA" Toilet Paper

About 1,000 Sheets in each Roll.

This is the premier Toilet Paper made, and combines all the important features of sanitary papers with the addition of a special antiseptic of recognised Medical value. It is carefully prepared by a process that ensures purity and softness, and yet renders it sufficiently resistant to make it an ideal paper for Toilet use.

Rolls

This Quality Suitable for Use in the Tropics. *Export Enquiries Solicited.*

Testimonials from "THE LANCET," "THE BRITISH JOURNAL OF TUBERCULOSIS," and LONDON'S LARGEST HOSPITALS.

Please Write or Telephone us for Samples—

The DRAYTON PAPER WORKS, LTD.

SOUTH PARK, FULHAM, S.W. 6.

Telephone: FULham 5541.

KENT'S

BEST BRITISH BRUSHES
FOR EVERY PURPOSE
WILL BE ON EXHIBITION AT

STAND F.69 B.I.F.

TOILET BRUSHES, SHAVING BRUSHES.
Tooth Brushes in great variety.

ALL STYLES and PRICES

Special Brushes made to order.

WE SHALL BE PLEASED TO WELCOME YOU, AND TO DISCUSS ANY PROBLEM IN BRUSH MAKING.

Materials and Craftsmanship are the best obtainable, and are so co-ordinated as to give the greatest satisfaction.

G. B. KENT & SONS LTD.
75 FARRINGDON RD., LONDON, E.C.1
Phone: Holborn 5066/7/8. Wires: "Tricho, London."

ESTABLISHED OVER 150 YEARS

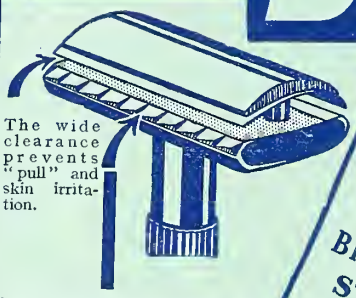
VISIT OUR STAND
AT THE
BRITISH INDUSTRIES FAIR
STAND NUMBER H. 55
SEE THE RANGE OF
TOOTHBRUSHES

MADE IN ENGLAND BY

Addis
ESTB. 1780
REGD

BRUSH WORKS, HERTFORD

SEE THE MARVELLOUS
"WARDONIA"
RAZORS & BLADES
at the BIF



The wide clearance prevents "pull" and skin irritation.

The sloping serrations bend the hair sideways; blade then cuts with a "Barber's Stroke." You can dip this razor into boiling water without risk to skin.

Sold in large range of attractive cases—see the B.I.F. Displays.

LONDON STAND No. D 23
BIRMINGHAM STAND No. 3E/2

Sole Makers:
THOMAS WARD & SONS LTD., Wardonia Works, Sheffield, Eng.

"Make beauty a duty."

British Industries Fair
Olympia
February 20th—March 3rd, 1933

The House of Bristow
takes pleasure in inviting you to inspect their display of Superfine Toilet and Shaving Soaps, Perfumery and Toilet Luxuries at

Stand H18
Empire Hall—First Floor

You are assured of a cordial welcome.

Works:
Collindale,
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Showrooms:
Mappin House,
158 Oxford St., W.1.

AWARDED THE GOLD MEDAL

AT THE 1932 INTERNATIONAL EXHIBITION OF INVENTIONS

Another Souplex Triumph!

(1) COMBLESS GUARD PLATE

The smooth front of the guard glides easily over the face, ensuring comfortable shaving.

(2) SAFETY CONES on PLATE

These support the blade and divide it into sections. They give absolute protection and prevent any pinching of the skin.

2/6

in neat bakelite Box with Souplex Blades Free.

(3) SLOTS IN GUARD PLATE

These allow the mixture of hair and lather to escape from the blade, keeping the edge clean and keen.

THE RAZOR THAT WON THE GOLD MEDAL

Your customers will be keen to test this new Souplex Combless Razor which won the gold medal at last year's International Exhibition of Inventions. Already the demand is sensational. Order supplies to-day and link up with the advertising campaign by making special window or counter displays. It is the finest of all safety razor values and yields handsome profits

Other Souplex Successes

"DOUBLE SIX" Safety Razor Combless Type retails at 1/-

"BIG BEN" Razor Blades 3d. each, 5 for 1/3.

"SOUPLEX" Razor Blades 2d. each, 6 for 1/-

"DOUBLE SIX" Razor Blades 1d. each, 12 for 1/-

Get supplies from your usual wholesaler, or in case of difficulty write to SOUPLEX LTD., MORECAMBE

SOUPLEX

PATENT COMBLESS SAFETY RAZOR

For sales-compelling window displays make straight for STAND H33 (Druggist Section)

If you're looking for something to put 'pep' into your sales, you'll find it at Stand H 33 (Druggist Section). Our new display material is the most vigorous and striking we've ever offered you. Put it in your window or on your counter and increased sales of Anzora are bound to follow immediately. After all, the public only need to be *reminded* about Anzora, and our new displays are the most forceful reminders you could have. Come and see.

TRADE TERMS
8/- Doz.; Retails at 1/- each
12/- Doz.; Retails at 1/6
20/- Doz.; Retails at 2/6

ANZORA
CREAM & VIOLA

A NEW ANZORA LINE FOR YOUR LADY CUSTOMERS

The new Anzora Brilliantine, especially prepared for ladies' hair, will give still another stimulus to your sales of Anzora products. It is very delicately perfumed, and will rapidly become a great favourite with your lady customers.

In two colours, retailing at 1/- a bottle; 8/- per dozen.

ANZORA PERFUMERY CO., LTD., LONDON, N.W. 6.

WE have just produced a beautiful show-stand to aid you with the sale of

BRONNLEY'S
CREAM

Made with Lemon

3/8, 6/6, 10/– and 20/– per doz.
6d., 10½d., 1/3 and 2/6 retail

INSPECT this attractive display piece at Olympia, where we shall be exhibiting it for the first time on

STAND H 13
FIRST FLOOR, EMPIRE HALL

IF you are unable to visit our Stand, we shall be pleased to send you the BRONNLEY CREAM show-stand upon request.

BRONNLEY

• *Makers of the Celebrated Bath Soap* •

LONDON

H. BRONNLEY & CO., LTD. • ACTON VALE • LONDON • W.3

BRITISH INDUSTRIES FAIR

YOUR ATTENTION IS PARTICULARLY INVITED

to the Cussons' Stand, where you will see an exceptionally well-varied display of our latest toilet specialities.

The Chemist with an eye to opportunity, seeking a really competitive range of low-priced toiletries, will find much interest in the Olde English Lavender Series which are enjoying an ever-increasing popularity, because the quality of ingredients and attractiveness of the containers cannot be equalled at the price.

Make a note of

STAND H50 & H51

Empire Hall, Olympia

Cussons

of **KERSAL VALE, MANCHESTER**

CL 19

DOES THIS INTEREST YOU?

THE DIRECTORS OF

ROBINSON & SONS, LTD.

CHESTERFIELD

extend to you a cordial invitation to visit Stands B.44 and B.63 at the British Industries Fair, Olympia, February 20th to March 4th, 1933, where there will be exhibited a collection of over three hundred original and modern designs suitable for Cardboard Boxes of all kinds.

This display will include designs by

MEMBERS OF THE ROYAL ACADEMY

and other eminent Artists and will afford a unique opportunity for all those who are interested in the problems of applying Modern Art to the packages in which the Commodities of to-day are sold.

CLAROCIT

SALES CO-OPERATION

The chief feature of the Clarocit stand at this year's British Industries Fair will be a display of the varied and attractive show-cards and bakelite showstands which are available to all Clarocit stockists.

There will be a new line of spectacle cleaner sold under the trade mark of Clarocine, which has already met with considerable success, and a display of dainty combination sets. All chemists should make a point of calling at

STAND A 174,
MAIN HALL, OLYMPIA

THE CLAROCIT Co., Ltd.
110, Gt. Portland Street,
London, W.1

EDUCATING

THE PUBLIC

One of the most effective pieces of public propaganda on behalf of the chemist is the booklet

THE BUSINESS
OF A
CHEMIST AND DRUGGIST

It sets forth clearly and concisely the functions of a pharmacist, his training, the restrictions of his trading and other matters of especial interest to the public at the present time.

Supplies of these booklets at the rate of

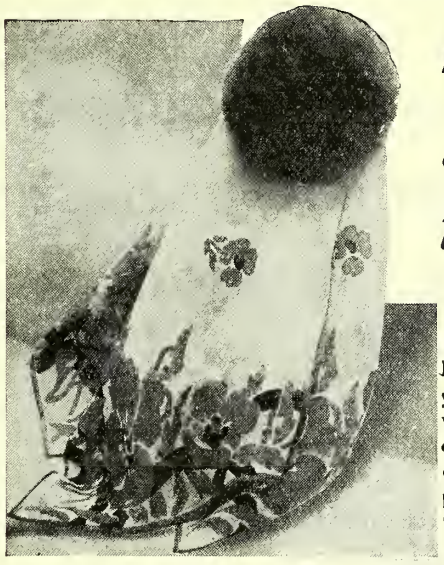
50 copies for 2/9

are obtainable from :—

THE CHEMIST AND DRUGGIST
28 ESSEX ST., STRAND, LONDON, W.C.2

BRANCH OFFICES:
Manchester, Sheffield, Glasgow. Melbourne and Sydney (Australia). Auckland (New Zealand).

LET IVA CLAIM YOUR ATTENTION PLEASE



. . . *We've 3 important things to say* . . .

1 WE INVITE YOU TO INSPECT OUR PUFFS ON STAND No. H 49. EMPIRE HALL, AT B.I.F.

It is our pleasure and pride to be able to extend this invitation to you for the British Industries Fair. On Stand No. H.49, Empire Hall, we shall have displayed dozens of our lovely puffs of every style and colour. We have pride, too, in the knowledge that "IVA" is the only British washable, fadeless, and 100% hygienic, real fur powder puff, and we are confident that a visit to our Stand will cause you to replenish your stocks without delay.

2 INTRODUCING IVA HOUSE now a home of these hygienic powder puffs

We have had to move because of the rapid growth of our business. We invite you to come to IVA HOUSE, our new and greatly extended premises, where we will show you every stage and process of production and where you will be able to see for yourselves the perfection of hygienic conditions under which our puffs are made in this magnificent building.

3 NEW IDEAS AND ADDITIONS TO THE RANGE FOR 1933

The choice which we offer in our range this year is unique in its variety. Every occasion is provided for with puffs of every description, including some wonderful new designs in real silk handkerchief puffs in all the fashionable colours. The latest addition is a really beautiful leather compact case fitted with an unbreakable mirror, and there are many other novelties both useful and attractive.

Your Usual Wholesaler

holds stock of all Styles of

"IVA" Washable Fadeless FUR PUFFS

Note our new address
IVA HOUSE
79 Golden Lane
London, E.C.1

Please visit us at
B.I.F
Our Stand is
H 49
EMPIRE HALL

BOURJOIS

Evening in Paris

The most exquisite creation and greatest success in modern perfumery.

PERFUME, FACE POWDER, COMPACTES, VANISHING CREAM, TALCUM POWDER, LIPSTICK, BATH CRYSTALS, BATH DUSTING POWDER, Etc.

BRITISH MANUFACTURE
FRENCH INSPIRATION

Ask for particulars of our EASTER novelty.

VISIT OUR SHOWROOMS AND SEE OUR NEW LINES IN COMFORT AND QUIET

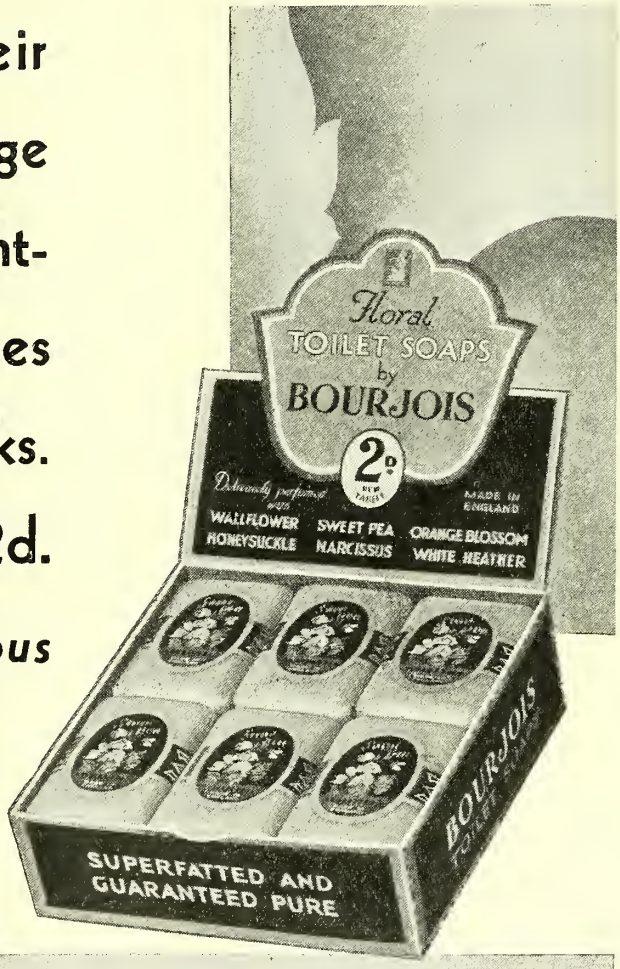
A. BOURJOIS et CIE., LTD.

BOURJOIS

BRITISH MADE

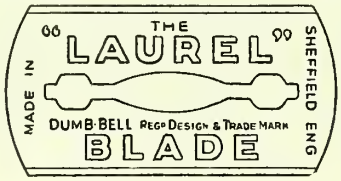
TOILET SOAPS

Remarkable for their purity, high percentage of fatty acids, delightful and varied perfumes and attractive packs. Retailing as low as 2d. per tablet — *marvellous value.*



VISIT OUR SHOWROOMS AND SEE OUR NEW LINES IN COMFORT AND QUIET

OFFICES AND SHOWROOMS: 4, WATER LANE, LONDON, E.C.4
near Blackfriars and St. Paul's Stations, and Bus Routes 9, 11, 13, 15, 64, 76, 96, etc.
Laboratories and Works: — 71-73, Carter Lane, London, E.C.4; and River Plate Wharf, Upper Ground St., S.E.1



Retails at 1½d. each
4 Blades for 6d.

Retails at 1½d. each
4 Blades for 6d.

Retails at 1½d. each
4 Blades for 6d.

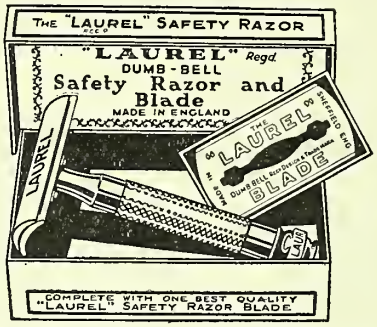
'Laurel'

Safety Razors and Blades

WILL BE DISPLAYED AT THE
BRITISH INDUSTRIES FAIR
OLYMPIA—Feb. 20–March 3

Stand DD 46

COMPLETE
OUTFIT
RETAILS
AT
6D.



GEO. H. LAWRENCE, LTD., Laurel Wks., Nursery St., SHEFFIELD

Established 20 years as Safety Razor Blade Manufacturers

Safety Razor Blades to Private Brands

We are specialists in the production of Safety Razor Blades to Private Brands.

Home or Export.

Prices competitive.

Special wrappers, cartons and labels designed to customers' ideas.

In fact your Private Brand complete and ready for sale.

Large output available from most modern Plant.

Consult:

Dominion Steel Corp. Ltd.

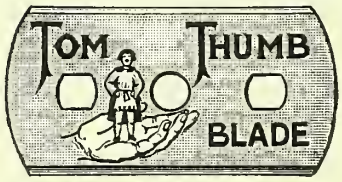
"Fleet" Works, Queen's Road,
Sheffield, England

HANG IT UP AND LET IT SELL ITSELF

Supplied on cards or boxed. Show cards with every order.

1D. Each Retail

British Made



MADE BY
GEORGE IBBERSON & CO.
Razor Works, 146 West St., Sheffield

Silk's

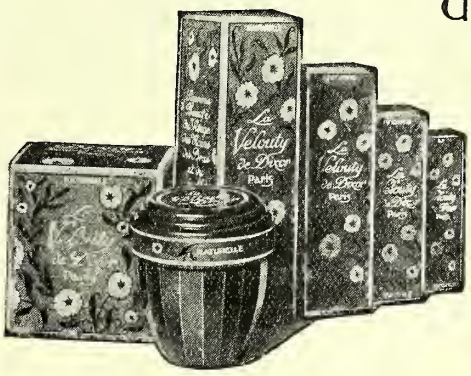
ONE DROP PERFUME

VERY handy for a lady's bag, convenient to use.
Sells at sight if shown on counter. Good profit, satisfied customers and repeat orders.
1/6 size 12/- doz.
2/6 size 18/- doz.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

The original combined Cream and Powder

VELOUTY de DIXOR



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—No. 1. Handbag tube	3/-	doz.	Retail	-/4½
No. 2. Small tube -	4/-	,,	,,	-/6
No. 3. Medium tube	7/-	,,	,,	1/-
No. 4. Large tube -	14/-	,,	,,	2/-
No. 5. Super tube -	22/-	,,	,,	3/-
Pots (glass) -	21/-	,,	,,	2/9
Pots de luxe (unbreakable) - -	36/-	,,	,,	4/6

Made in four shades:
WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

DIXOR, LTD., 68, Newman St., Oxford St., London, W.1

Sole Distributors for
Northern Ireland: ROBERT MAYRS & CO., 43 Chichester Street, BELFAST
Irish Free State: MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN

"ODENTIC" PLATE BRUSH

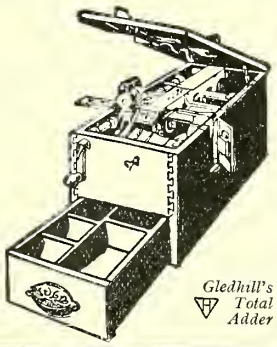
Regd. No. 417637.

From all Wholesalers.
Packed in ½-dozen Display Boxes.
Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8

STOP WORRYING!

Modern trading conditions call for a revision in the recording of all cash transactions. We can show you how to get the best from your business! Cash Checking problems have been our speciality for over 40 years—and our advice is free. Get the benefit of our experience at once—write to-day!



Gledhill's Total Adder

GLEDHILL'S 16 TRINITY WORKS HALIFAX ENG.

SELL TO MOTORISTS

HERE is the Soap you have been looking for. A pumice block which looks like a high grade toilet soap—and lathers like one, too. And at a price which is within the reach of all.

CALVERT'S PUMICE SOAP

SPECIAL OFFER
On orders of £4
2/- doz. less 10% and 2½% cash
On orders of 54/-
2/- doz. less 5% and 2½% cash
NOTE.—Orders need not be confined to Calvert's Pumice Soap solely, but can include any of our other well-known lines.

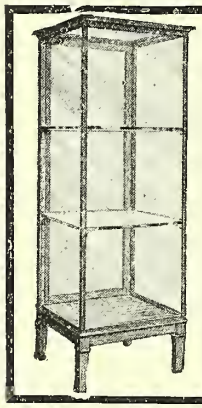
F. C. CALVERT & CO., LTD., Manchester

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
CHEMICALS FOR ALL INDUSTRIES.

Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."
A. LEVERMORE & CO. LTD. ABC Codes, 5th & 6th Editions.
110 CANNON STREET, LONDON, E.C.4.

"Yvonne" ROUGE LIPSTICK POWDER
the LEADING 6d. LINES
and the BIGGEST SELLERS
Splendid Show material available.
Write to-day for Samples and Prices.
W. J YVONNE et CIE, Ltd., 8a, Lord Street, LIVERPOOL. (Also London & Paris)



SPECIAL OFFER OF
UPRIGHT SHOWCASES
No. C.D.F. 4422
Very useful upright Showcase 5' 9" high × 20" wide × 20" deep. Glazed ¼" Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.
£9 . 5 . 0 each
Send for our New Catalogue No. C.D. 1400 of Showcases.
DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7
City Showrooms: 65/66 Fore Street, E.C.

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A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

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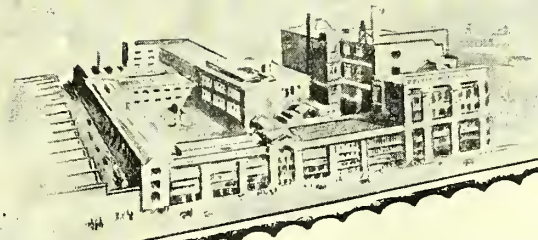

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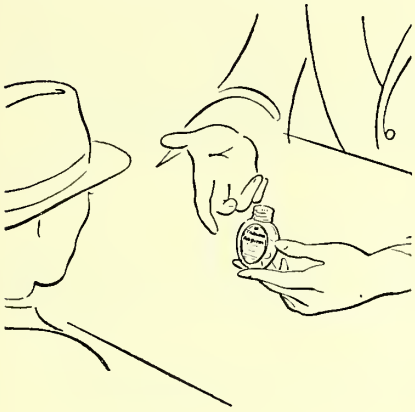

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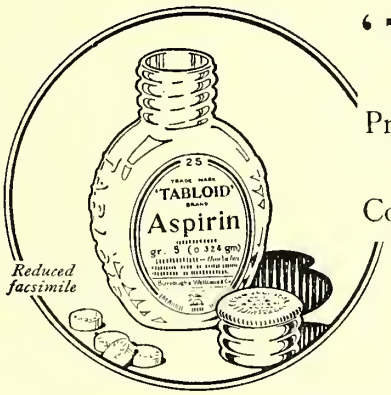

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THE
CHEMIST AND DRUGGIST
A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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News of the Week

Trade Marks Committee

The President of the Board of Trade has appointed the following Committee to report whether any, and if so what, changes in the existing law and practice relating to trade marks are desirable:—The Right Hon. Viscount Goschen (chairman), Mr. F. Gilbert Brettell, Sir Edward T. F. Crowe, Mr. Eric Davies, Mr. J. Rankine Finlayson, Mr. J. E. James, Sir Duncan M. Kerly, K.C., Lt.-Col. Arthur N. Lee, Mr. M. F. Lindley, Sir Frederick H. Richmond, Bt., Mr. Charles B. L. Tennyson, and Mr. W. Trevor Watson, K.C.; with Mr. R. W. Luce, Patent Office, 25 Southampton Buildings, Chancery Lane, W.C.2, as secretary.

Dangerous Drugs Acts, 1920-25

WITHDRAWAL OF AUTHORITY: FRANK ARTHUR EVISON

The Home Secretary gives notice that he has withdrawn from Frank Arthur Evison, M.R.C.S., L.R.C.P., of March, Cambridgeshire, the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies, and has also directed that it shall not be lawful for the said Frank Arthur Evison to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928. . . .

Whitehall, February 13, 1933.

British Industries Fair, 1933

This year's British Industries Fair opens at Olympia, London, W.14, the White City, W.12, and Castle Bromwich, Birmingham, on February 20, and closes on March 3. As in recent years, THE CHEMIST AND DRUGGIST has taken a stand, at which trade visitors from this country or overseas will be welcomed. The number of the stand is A15: telephone, Shepherd's Bush 4791.

Suggested Census of Distribution

In the course of an address entitled "This Problem of Distribution," delivered in London on February 14, Mr. Harold Whitehead discussed, among other topics, the problem of the multiplicity of small shops. While not prepared to say that there are too many retail outlets for goods, Mr. Whitehead quoted statistics leading to the conclusion that the turnover of the "ordinary" retail shop can average only about £2,200 a year. He continued:—

"I submit that a real census of distribution would be something which the Government could very properly undertake, and I respectfully suggest to the Board of Trade that such a census would be amply justified, not only in the appreciation of the business world, but in the saving which would eventually come to the public through the economies which would grow out of the application of this knowledge to the distribution of the fabrication of factories, and products of the grower, through the retailer to the public at large. . . . There is perhaps a possibility of the danger of statistical data being amassed in a form which, while thoroughly gratifying to the statistical mind, is of little value to the practical man of business because his specific needs were overlooked when the form of the tabulation and collation was worked out. This is, therefore, another field in which the advice of the business community might well be sought by the Government. . . . We should have authoritative information on the normal costs of distribution, for each kind of trade, and for each class of trade within each kind. Let us be able to give any retail merchant wanting to go into business some reliable yardstick by which

to measure its potentialities. A man should know before he buys or rents premises that if he does so he must carry a certain amount of goods and do a certain volume of trade in order to justify his outlay. Let the distributive trade have statistics of this kind, and many failures will be prevented, as well as a proportion of those numberless unrecorded tragedies of retail enterprises in which the owners have lost their small fortunes. . . ."

Cardiff Pharmacists' Presidential Badge

A badge has been subscribed for by members of the Cardiff Pharmacists' Association for use by presidents of the Association. The badge is of nine-carat gold with an enamelled centre. The principal ornaments are the Welsh dragon and the daffodil, which are displayed on

a white ground. The centre shows the word "President." Around the centre are the words "Cymdeithas Cyfferwyr Caerdydd," meaning "Association Pharmacists Cardiff." The coloured portion is identical with the badge that was used for the Cardiff British Pharmaceutical Conference meeting in 1930.

Liverpool

The death of Mr. Joseph Abrahams, laboratory foreman to Clay & Abraham, Ltd., manufacturing chemists, Liverpool, brings to an end a period of forty-six years' service with the company. His father was also in the employ of the firm for forty years.

"The Relationship between Members of the Pharmaceutical Society and the Institute of Chemistry" was the subject of an address given by Mr. John Rae, chemist and druggist, to members of the Liverpool and North-Western Section of the Institute of Chemistry, on February 9.

The Old Students' Association of the Liverpool School of Pharmacy has arranged a course of lectures on "The British Pharmacopœia, 1932." The first of the series was given by Mr. A. J. Jones, A.I.C., Ph.C., who took as his subject "Inorganic Chemistry of the B.P." Other lectures include:—(February 21) "Galenical Preparations of the B.P.," by Mr. John Rae, F.C.S.; (February 28) "The Newer Chemical Substances and Standards of the B.P.," by Mr. J. Butler, B.Sc.

Miscellaneous

Ipswich bridge drive.—The Ipswich and Suffolk Branch of the Pharmaceutical Society held a bridge drive on February 8. Excellent prizes were presented by Mrs. L. Piper. Mr. Piper acted as M.C.

Poison-licence applications. — Applications for licences under Section 2 of the Poisons and Pharmacy Act, 1908, have been made by the following to their respective local authority:—Mr. H. J. E. Cornwell, Uckfield; Peacock Brothers & Harris, Tunbridge Wells.

Wine licence applications.—Among the applications for wine off-licences at the recent local Brewster Sessions those of the following have resulted as stated:—*Granted*, Mr. H. R. Eyre, New Rossington, Doncaster. *Refused*, Mr. J. A. Cordey, Bedford; London Co-operative Society, Ltd., Southend-on-Sea; Norwich Co-operative Society, Ltd.; Sheffield Pharmacies, Ltd., Rotherham; Mr. G. R. Smeddles, Barrow-in-Furness.

Food and Drugs (Adulteration) Act.—At Lambeth Police Court, London, on February 14, Mr. Alexander T. McKenzie, Lordship Lane, S.E., was summoned for selling certain drugs that were not in accordance with a prescription dispensed by him. Mr. Musker, the Council's solicitor, stated that on December 30 a prescription was handed to the defendant. The public analyst reported that it was deficient in hydrochloric acid to the extent of 100 per cent. and contained an excess of nitric acid to the extent of 281 per cent. The Magistrate: Is this man a chemist? Mr. Musker: Yes, sir. The defendant explained that at the time he made up the prescription he had broken his glasses and they were under repair. A fine of £10, with £2 2s. costs, was imposed.

In the courts.—At Clerkenwell Police Court, London, on February 9, Joan Weston (42), dressmaker, Regent Square, W.C., and Andrew Bell (41), described as a chemist, of the same address, charged on remand with stealing an attaché case containing surgical instruments and drugs, value £5, and of receiving the property, were bound over.—In Shoreditch County Court, on February 14, Abraham Karat, builder, Green Lanes, N., succeeded in a claim against H. Lyons, East Bank, N., formerly carying on business as Lyons Pharmacies, Ltd., in High Street, Shoreditch, N., for the sum of £33 19s., balance of account for fitting up a shop.—At Leeds Police Court, on February 14, Alfred Gould, Orchard Street, was summoned for selling liquid containing more than 5 per cent. of ammonia in a bottle not duly labelled. The case was dismissed on payment of costs.

Society of Pharmacy and Drug Store Proprietors. —We have been favoured with a copy of the following resolution, which was carried unanimously at last year's annual meeting of the Incorporated Society of Pharmacy and Drug Store Proprietors of Great Britain, Ltd.:—"That it be an instruction to the Council that on and after April 1, 1933, no applicant be admitted to the Register, unless such applicant has served a *bona-fide* apprenticeship of not less than three years in a dispensing Pharmacy either to a Registered Chemist or a member of the Incorporated Society of Pharmacy Proprietors or those who hold the Dispensing Certificate of the Society of Apothecaries, or who has acted as Dispensers in either the Royal Air Force, Army, Navy, or Public Institution or to a Registered Medical Practitioner, and has passed an examination or examinations, and fulfilled any further obligations as laid down by and with the consent of the Council of the Society."

Business Changes

Mr. J. E. Fielding, chemist and druggist, has opened a business at 188 Ashby Road, Scunthorpe.

The United Drug Co., Ltd., Nottingham, have removed the Rexall headquarters to a new establishment in Kirkewhite Street, Nottingham.

Mr. F. T. Roper, chemist and druggist, 7 High Street, Kingston, has purchased the business of the late Mr. Rhodes, chemist and druggist, 36 West Street, Leominster.

Scottish Notes

Brevities

The death is announced at Edinburgh of Mrs. John Simpson, widow of the late Mr. John Simpson, a partner in Duncan, Flockhart & Co., manufacturing chemists.

"The manufacture of B.P. and B.P.C. preparations in Scottish pharmacies," writes a correspondent, "is being more generally undertaken than at any time during the past twenty-five years."

The death is announced of Sir J. Arthur Thomson, Emeritus Professor of Natural History in the University of Aberdeen, and well known as the author of many attractive books on biological subjects.

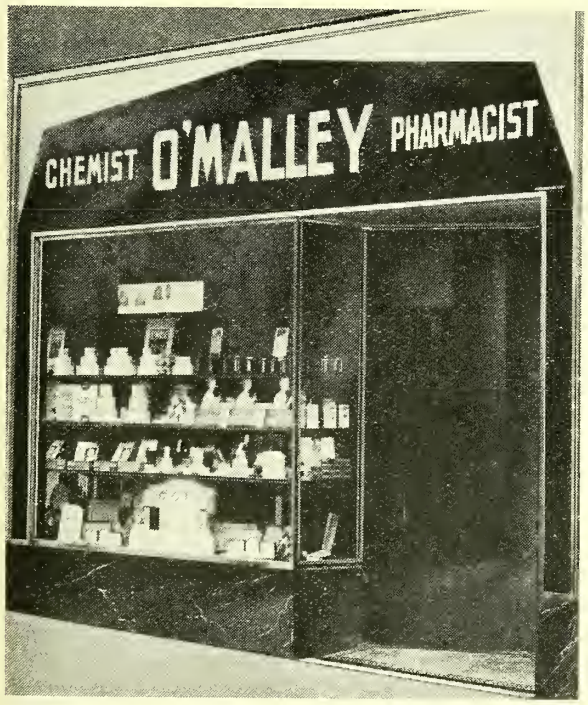
At the annual general meeting of Fairy Dyes, Ltd., the chairman stated that during 1932 the company had continued its successful career. New machinery had been installed and the number of motor vehicles in use considerably increased.

The annual general meeting of the Dundee School of Pharmacy Former Students' Association was held on January 27, when the committee reported a very successful year. Former pharmacy students who are eligible to become members of this Association should communicate with the secretary, Mr. W. E. Foote, 3 Dens Road, Dundee.

Irish Notes

A Modern Pharmacy in the West

One of the most striking modern pharmacies recently completed in the West of Ireland is that opened by Mr. Austin O'Malley, M.P.S.I., Main Street, Castlebar. This shop front has been carried out in an up-to-date design, a feature being low windows and an effective facia board. The facia is formed with plate-glass with embossed and silvered letters, this treatment being in keeping with the



staybrite steel frames to windows and surrounds to pilasters and facia. The bases of windows and pilasters are carried out in black marble and the pilasters in black alabaster glass. The doors are enamelled black with red flares in mouldings. The windows have been enclosed at the back, and the electric fittings are concealed by the use of glass pelmets. The interior of the shop is also fitted up with showcases, shelving and glass counters of a modern design. The contractors were A. H. Bex, Ltd., Dublin.

Belfast

Mr. Thomas L. Cole, Ph.C., has been appointed chairman of the Maternity and Child Welfare Committee of Belfast Corporation.

The subcommittee appointed in connection with the child welfare scheme and tuberculosis dispensing submitted an interim report, signed by Messrs. J. C. Culbert, S. J. Hudson and Charles Abernethy, giving details of the negotiations and interviews with the various interested parties. Mr. Culbert gave an account of the work of the subcommittee to date. Various points of the report were discussed at length, and general appreciation was expressed at the satisfactory progress of the negotiations. Price alterations were passed.

Westminster Wisdom

Notes on Parliamentary Matters

TRADE MARKS IN INDIA

Mr. Price asked the Secretary of State for India on February 13 whether the Government of India is prepared to consider the advisability of legislation to provide for the registration of trade marks in India.

Sir S. Hoare: The Government of India have considered this question on several occasions in the past and have held that legislation was inadvisable.

INDIAN PATENTS AND DESIGNS ACT

Mr. Price asked the Secretary of State for India on February 13 whether the Government of India will consider the advisability of introducing legislation to amend the law so as to secure power to detain goods involving infringements of designs within the purview of the Indian Patents and Designs Act.

Sir S. Hoare: I understand that a resolution of the Associated Chambers of Commerce of India in the sense of the hon. Member's suggestion has been forwarded to the Government of India and will no doubt be considered by them.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Tuesday, February 21

Thames Valley District Pharmacists' Association and Branch of the National Pharmaceutical Union, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Business meeting.

Wednesday, February 22

London College of Pharmacy Old Students' Association ("*The Old Cyanides*"), Pinoli's Restaurant, 17 Wardour Street, London, W., at 8.30 p.m. for 9 p.m. Annual supper and general meeting. Tickets 4s. 6d. each.

Royal Society of Arts, John Street, Adelphi, London, W.C.2, at 8.30 p.m. Sir William B. Hardy, D.Sc., LL.D., F.R.S. (Director of Food Investigation, Department of Scientific and Industrial Research) on "Industrial Research with Biological Material" (Sir Henry Trueman Wood Memorial Lecture).

South-West London Chemists' Association and Branch of the Pharmaceutical Society, Waldorf Hotel, Aldwych, London, W.C. Annual dinner and dance. Reception 6 p.m., dinner 6.30 p.m. Tickets 12s. 6d. each.

Thursday, February 23

Photographic Dealers' Association, Liverpool Branch, Adelphi Hotel, at 8.30 p.m. Annual general meeting. Speakers: Mr. W. Hudson (President, P.D.A.) and Mr. E. J. Andrews (secretary, P.D.A.).

Friday, February 24

Edinburgh Chemists', Assistants', and Apprentices' Association, 36 York Place, Edinburgh, at 8 p.m. Mr. Eric Knott, Ph.C., on "Drugs: Ancient and Modern" (lantern lecture).

Pharmaceutical and Toilet Preparations in Canada

THE Canadian Dominion Bureau of Statistics has recently issued a bulletin (60-19-12-32/600) dealing with the medicinal and pharmaceutical preparations industry in 1931. During that period production in Canada by the concerns engaged chiefly in making patent and proprietary medicines, pharmaceuticals, and similar commodities was valued at $18,110,794. This total was almost 2 per cent. above the 1930 value of $17,768,806. The record for the industry was established in 1929 at $19,038,894. Of the 144 factories in this group in 1931, 79 were in Ontario, 48 in Quebec, 9 in Manitoba, 3 in British Columbia, 2 in Nova Scotia, 2 in New Brunswick, and 1 in Alberta. Capital employed by these firms was reported at $17,848,713, employees numbered 2,866, and payments in salaries and wages totalled $3,858,591. Materials used in manufacturing cost $5,590,546, and the value added was $12,520,248. Plants in Ontario produced 63 per cent. of the Canadian output, the manufactures in Quebec accounted for 30 per cent. The businesses in this industry make medicinals and pharmaceuticals as their main products, but they also manufacture other lines such as toilet preparations as a minor part of their business. On the other hand, some companies which have been classified to other industrial groups make some medicinal preparations as minor products. The total Canadian production of medicinals and pharmaceuticals in all industries amounted in value to $13,610,975 in 1931 as compared with $13,931,292 in 1930 and $14,858,505 in 1929. Imports into Canada of drugs, medicinals, and pharmaceuticals were valued at $3,309,071 in 1931 compared with $3,652,434 in 1930. About 51 per cent. came from United States, 24 per cent. from the United Kingdom, and 14 per cent. from France. Exports of medicinal and proprietary preparations totalled $372,969 in 1931 as against $633,445 in 1930.

The bulletin dealing with toilet preparations is 59-15-12-32/600, and according to this production in this branch of industry was valued at $5,946,292 in 1931 compared with $4,206,513 in 1930. However, this gain in output value for the industry was due chiefly to the transfer of several large concerns from other industries and should not be taken as an indication of increased production by the companies in this group. On a comparative basis, the rate of production in 1931 was about the same as in 1930. The toilet preparations industry, as classified for statistical purposes, includes only those concerns whose reports indicated that toilet preparations made up the larger part of their output. In 1931 a total of 56 factories came within this category; 34 were in Ontario, 17 in Quebec, 2 in Manitoba, 1 in Alberta, and 2 in British Columbia. These works reported fixed and working capital at $4,564,109. Employees numbered 805, and salaries and wages amounted to $870,584 for the year. Materials used in manufacturing cost $1,987,231 including containers at $1,174,736. Imports in 1931 were valued at $1,112,635 as against $1,267,969 in 1930. About 58 per cent. came from the United States, 24 per cent. from France, and 17 per cent. from the United Kingdom.

Topical Reflections

By Xrayser

The Vitamin Story,

as told by the authors of the article published in your issue of February 11 (p. 150), loses none of its interest by any repetition of facts, while this excellent summary by obvious experts in this particular subject provides pharmacists with a useful synopsis for reference purposes. In my own experience there is no better method of securing and maintaining a practical grasp of the recorded information concerning vitamins, such as will enable one to talk confidently about them to medical friends and customers, than by perusing carefully the latest presentations of the facts by experts, particularly when the statements have been prepared by the latter for the benefit of co-workers in applied science. Readers of the *C. & D.* are fortunate in having presented to them a clear and unadorned statement that I feel can be thoroughly relied upon, and I am impressed with the amazing amount of trustworthy information that has been crowded into so little space. What is definitely known has been skilfully freed by pruning from theoretical conjecture, and the result is a comprehensive survey of the field of vitamin research, the value of which cannot easily be overrated.

Insurance Chemists

should feel indebted to Mr. Haworth for his practical hints on National Health Insurance dispensing (p. 151). In particular, there is the case in which an insurance practitioner orders for an insured person something which the chemist knows is not regarded in his area as part of medical benefit. He also knows that, if he supplies what has been ordered, it will be duly paid for, so that he incurs no risk of loss on that score. The question remains, however, whether or not the doctor understands that, if the article is supplied as ordered, he may expect to be called upon later to defray the cost. Obviously, an opportunity here presents itself for the chemist to do the doctor a good turn by advising him how matters stand. And it is particularly important that the chemist who decides not to supply the article should mark the script "Not Supplied," or trouble will arise for him later when the doctor is called upon for an explanation. Doctors often omit to state the strength of medicine required, the number of pills or tablets to be sent, the dimensions of dressings to be supplied, and so forth. All such omissions should, of course, be made good before the scripts are sent to be priced, after consultation with the prescribers when necessary. In this way the pricing officers can be helped considerably in their onerous task.

Are Chemists Hopeless

as a class? I doubt it, and am therefore disposed to discount largely the pessimistic outbursts of writers who, like Mr. G. Julius Cæsar (p. 152), appear to have struck a bad patch. We suffer much from charges by outsiders who talk about chemists generally as though all are worthy of blame when one or two have given alleged cause for offence, and it seems a pity that anyone in our own ranks should encourage such attacks by indulging in similar mass criticism. At the same time, it is easy to understand why Mr. Cæsar should have felt exasperated at the way in which his well-meant efforts were received on the occasion about which he writes. However, there are national organisations in pharmacy, and one of those might not unreasonably have been expected to come to the rescue when Mr. Cæsar found himself at a loose end. It seems clear that an excellent opportunity presented itself, not only for dealing with the particular problem that could be solved to the benefit of the local chemists, but also for making any necessary arrangements to bring them together once more and instil or revive the lacking co-operative spirit. What appeared to be no one's business in the town itself was nevertheless a matter of some importance in the national organisation, and it is to be hoped that it is not yet too late for the situation to be saved.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office

SWIZZELS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemical and drug merchants, etc. R.O.: 69 Adamson Road, Canning Town, E.16.

MEYER RESPRO, LTD. (P.C.).—Registered in Dublin. Capital £1,000. Objects: To acquire, work, develop and turn to account any agencies, businesses, prospectus, etc.

HOME PHARMACIES, LTD. (P.C.).—Capital £400. Objects: To acquire the business of a drug store carried on by Francis T. Collins at 8 Phœnix Street, St. Pancras, London, N.W.1.

E. WARBURTON, LTD. (P.C.).—Capital £300. Objects: To acquire the business of a chemist and druggist heretofore carried on by Edward Warburton at 81 Market Street, Farnworth.

PALSCO, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, oil and colour men, etc. Solicitors: Zeffert & Heard, 17 Coleman Street, E.C.2.

JOHN RICHMOND, CHEMISTS AND OPTICIANS, LTD. (P.C.).—Capital £250. Objects: To carry on the business of chemists and druggists, opticians, etc. R.O.: 12 Barber Road, Sheffield.

CHROME CHEMICAL COMPANY, LTD. (P.C.).—Registered in Dublin. Capital £500. Objects: To carry on the business of manufacturers and exporters of and dealers in chemicals and medicinal articles, etc.

QUIVERS, LTD. (P.C.).—Capital £500. Objects: To acquire the trade mark "Quivers" from C. W. Kent and to carry on the business of chemical and drug merchants. R.O.: 228 Bishopsgate, E.C.2.

HOMOSAN DRUG COMPANY, LTD. (P.C.).—Capital £2,100. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. R.O.: 57 Balmoral Road, Gillingham, Kent.

R. H. LINTON, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, plaster of Paris, toilet requisites, etc. R.O.: 19 Devereux Court, Strand, London, W.C.2.

CHEMICALS AND COLONIAL PRODUCE, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers, importers and exporters of, agents for and dealers in pharmaceutical preparations, drugs, medicines and chemicals, etc. R.O.: 1 Cheapside, E.C.

DAVIES (CHEPSTOW PLACE), LTD. (P.C.).—Capital £500. Objects: To acquire the business carried on by J. S. Davies, and to carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. R.O.: 18 Chepstow Mansions, Bayswater, W.

EVERWARM PAD COMPANY, LTD. (P.C.).—Capital £300. Objects: To carry on the business of chemists and druggists, inventors, designers, patentees and manufacturers of and general dealers in proprietary or other articles, etc. Solicitors: John Bartlett & Son, 26/27, Bush Lane, E.C.4.

RICHARDS & CURTIS (DISPENSING CHEMISTS), LTD. (P.C.).— Capital £500. Objects: To carry on the business of wholesale and retail chemists and druggists, dealers in photographic, optical and other scientific apparatus, etc. Solicitors: Osborn & Osborn, 119 London Wall, E.C.

ENGLISH GELATINE AND PHOSPHATES, LTD. (P.C.).—Capital £60,000. Objects: To carry on the business of manufacturers, importers and exporters of and dealers in gelatine of all kinds, phosphates, isinglass, glue and any kindred substances and their intermediates; chemists, druggists, etc. R.O.: Thames House, Millbank, Westminster, S.W.1.

AJAX PHOTOGRAPHICS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of photographic manufacturers and dealers. R.O.: 101 Moor Street, Birmingham.

ANGLO-SWISS CHEMICAL CONSULTANTS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, drugs, etc. R.O.: 57 Balmoral Road, Gillingham, Kent.

MEDICAL & PHARMACEUTICAL PREPARATIONS, LTD. (P.C.).—Capital £100. Objects: To carry on business as manufacturers of and dealers in chemicals, gases, drugs, medicines, disinfectants, etc. Solicitor: L. L. Paisner, 5 Verulam Buildings, W.C.1.

Bankruptcy Report

Re George Ebblewhite, trading as The West Yorkshire Surgical Appliances Co., 30 Church Street, Dewsbury, Yorkshire surgical appliance dealer. The first meeting of creditors was held on February 7 at the Official Receiver's Office, Bradford, when a statement of affairs was submitted which disclosed gross liabilities of £127 15s. 6d., of which £117 15s. 6d. was expected to rank for dividend, and there were no assets. Debtor attributed his failure to "lack of capital and general depression in trade." The case being a summary one was left in the hands of the Official Receiver, as trustee.

Voluntary Liquidation

Fred Parton and Company, Ltd.—23 Needless Alley, Birmingham, hairdressers' sundriesmen. The statutory meeting of creditors was held recently at the offices of Messrs. Howard Smith, Thompson and Co., Birmingham, when a statement of affairs was submitted which disclosed liabilities of £1,008 7s. 9d., all due to unsecured creditors. The assets were estimated to realise £385 2s. 4d., from which had to be deducted £28 3s. 6d. for preferential claims, leaving net assets of £336 18s. 10d. Recently the company had been pressed by creditors and execution had been levied. The company, therefore, decided to go into liquidation. It was resolved that Mr. Thompson should be appointed liquidator, with a committee of inspection.

The People's Drug Stores (Dagenham), Limited, Dagenham.—At the statutory meeting of the creditors held at the offices of Messrs. Francis Nicholls, White & Co., C.A., 73 Cheapside, London, E.C., a statement of affairs was submitted which disclosed liabilities of £335 18s. 3d., all due to the trade. The assets consisted of cash in hand, £2 7s. 3d.; cash at bank, £3 7s. 3d.; stock in trade, £135; and returns, £3; making a total of £143 14s. 6d. After allowing £20 for preferential claims, the net assets were £123 14s. 6d., or a deficiency of £212 3s. 9d. It was reported that the company was registered in 1929, with a nominal capital of £300, of which £153 was subscribed for in cash. During the period to October 4, 1930, the turnover was £1,436, with a gross profit of £339, but after allowing for all the expenses there was a net loss of £171. In the following twelve months the turnover was £1,330, the gross profit being £362, and there was a net profit of £13. During the year to October 4 last the turnover fell to £1,018, the gross profit went down to £167, and there was a net loss of £67. The position of the company was attributed to bad trade and keen competition. Resolutions were passed confirming the appointment of Mr. A. Granville White as liquidator. It was also decided that the liquidator should advertise the business for sale as a going concern.

Gazette

Partnership Dissolved

PLEASANCE, W. F., and CURTIS, C. A., 15 St. George's Road, London, S.E.1, perfumers, under the style of Blackaller & Pleasance, as from December 31, 1932.

Legal Reports

Interim Injunction.—In the Chancery Division of the High Court, London, on February 14, Mr. Justice Bennett heard a motion by Luft-Tangee, Ltd., proprietors of the registered trade mark "Tangee" in relation to lip-salves, for an injunction restraining Brydges (London), Ltd., from infringing their mark, and from passing off their goods as and for the goods of the plaintiffs. Mr. F. E. Bray, for the plaintiffs, said the defendants offered for sale a lip-salve under the name "Tangine" which was alleged to infringe the plaintiffs' mark. They advertised their goods as being in three shades—dark, medium, and "tangine." Mr. McEwen, for the defendants, denied that there was any infringement. He said "tangine" was used to describe a particular shade of colour. "Tangine" was an abbreviation of the word "tangerine," and the article was in fact of that shade. The defendants, he contended, had done nothing calculated to deceive the public or to pass off their goods as the plaintiffs' goods. Moreover the get-up of the plaintiffs' and that of the defendants' were entirely different. His lordship said in his view there was a danger that "tangine" would be confused with "tangee," and he granted an interim injunction in the terms of the notice of motion.

Unsuccessful Appeal.—On February 14 the Court of Appeal, consisting of Lords Justices Lawrence and Romer, heard an appeal by Irving's Yeast-Vite, Ltd., against a decision of Mr. Justice Bennett in the Chancery Division on a motion for an interim injunction to restrain Mr. Frederick Alexander Horsenail, of Canterbury, from infringing the plaintiffs' trade mark, "Yeast-Vite," and passing off (*C. & D.*, February 4, p. 112). Mr. Justice Bennett granted an interim injunction to restrain passing off, but held that on a fair interpretation of a label on defendant's bottles he could not say it was the use of the word "Yeast-Vite" for the purpose of indicating that the goods were the goods of the plaintiffs. He therefore refused an interim injunction restraining infringement. Sir Leslie Scott, K.C., and Mr. K. Swan appeared for the appellant. Mr. Horsenail was not represented. After hearing counsel's arguments, the Court dismissed the appeal. Lord Justice Lawrence, in giving judgment, said he agreed with Mr. Justice Bennett that the defendant had not used the registered trade mark as a trade mark, and the case was covered by the case of Young v. Grierson. Lord Justice Romer concurred.

The Construction of an Agreement.—In Exeter County Court, on February 8, Judge the Hon. W. B. Lindley delivered judgment in the case in which Mr. John B. Braid, chemist and druggist, The Parade, Exmouth, sought an injunction to restrain Mr. Reginald C. Lawes, wireless engineer, Waverley Road, Exmouth, from continuing to break a restrictive clause in an agreement, and claimed the sum of £100 as liquidated damages, as provided in the agreement (*C. & D.*, January 21, p. 52). After recapitulating the facts of the case, Judge Lindley said that the only grounds on which the validity of the agreement could be taken away were if the restraint was imposed for an improper object and if it was too wide, both as to area and as to time. In the opening words of his circulars, the defendant introduced himself to his prospective customers as a wireless engineer of wide experience whose reputation was so well known throughout East Devon. How was it that the knowledge of the defendant's experience and abilities was so widespread throughout East Devon? His own business originally could not have been of any size or importance, or he would not have left it and entered the service of the plaintiff on the terms of the agreement. He (the judge) could not doubt that this knowledge was spread by the plaintiff's advertisements, stationery and bill-heads. The area of the restraint was small, and the restraint was reasonable if the duration was reasonable. The difficulty was the fact that it was lasting the whole of the defendant's life. Having regard to the facts of the case, the defendant could seriously injure, if not destroy, the plaintiff's trading connection in his wireless business, and he (the judge) could not say how long it would be before that danger would cease. It was to be assumed that the defendant saw nothing unreasonable in the restraint being unrestricted in point of time; a man of his age and experience must be well able to appreciate what he was doing when he signed the agreement. There was no reason, on account of public policy, why the agreement should not be enforced. The sum of £100 was a smaller sum than he would have expected, in the circumstances, for liquidated damages. There would be judgment for the plaintiff for £100 and an injunction, with costs on Scale C, except costs incurred in the case of the claim withdrawn. The plaintiff must pay the costs, on Scale B, on that claim. On the application of Mr. Wright for the defendant, a stay of execution for twenty-one days was granted in respect of the £100 only, with liberty to the plaintiff (for whom Mr. Vine appeared) to apply to remove the stay if proceedings were not diligently prosecuted.

Unsuccessful Action for Alleged Slander.—In the King's Bench Division of the High Court, London, on February 8, 9 and 10, before Mr. Justice Avory and a special jury, an action was brought by Solidol Chemical, Ltd., Ashmead Works, Borough, S.E., against Lysol, Ltd., and Mr. A. J. Black, secretary of the defendant Company, both of Kingston Road, Raynes Park, S.W., claiming damages for alleged slander and for falsely, maliciously and without reasonable and proper cause presenting a petition to wind up the plaintiff company compulsorily. The defendants denied that they presented the petition as alleged, or that the words said to have been uttered by Mr. Black bore the meaning alleged or were spoken at the time alleged. Mr. D. N. Pritt, K.C., and Mr. G. O. Slade appeared for the plaintiffs; Sir Patrick Hastings, K.C., and Mr. H. G. Robertson were for the defendants.

Case for the Plaintiffs

Mr. Pritt, opening the plaintiffs' case, said the defendants contended that they had reasonable ground for presenting the winding-up petition and the alleged slander was published on a privileged occasion without malice and was true in substance and in fact. There was a counterclaim for the payment of £100 by the plaintiffs under an order for costs made by the Registrar of Trade Marks in Pretoria. The patent for the manufacture of lysol, said counsel, had expired. The defendants made lysol and they had associated companies in many parts of the world. The plaintiffs manufactured various kinds of solid lysol, and they had the trade marks "Lysolats" and "Lysovet." The two companies were in competition in various countries, and they had come into conflict in the matter of obtaining trade marks and similar rights. The action arose out of such a dispute in South Africa, and the plaintiffs' case was that the defendants had embarked on an unjustified attempt to crush a competitor by making the unfounded suggestion that the plaintiffs were financially unsound. Although not in a position of vast strength, the plaintiff company was in a very satisfactory position, and in 1930 it made a gross profit of £7,000. The claim under the winding-up petition was for payment of the £100; it was heard on November 10 and November 17, 1930, when it was established that the company had sufficient to pay its debts ten times over. Mr. Justice Maugham dismissed the petition. The facts as to the defendants' claim for £100 were that they applied in Pretoria for the registration of the trade mark "Lysovet," a word already used by the plaintiffs. The opposition of the plaintiffs was overruled by the Registrar, and their application was dismissed with costs which were taxed at £100. No steps were taken in South Africa to collect the money, and the matter was remitted to the defendants' head office in England. The plaintiffs took the view that they ought not to pay the £100, and that the proper

course would have been for defendants to bring an action to recover the money. As to the alleged slander, the plaintiffs had dealings with a company called Associated Marketing Services, of which Sir Christopher Robinson was chairman. That gentleman saw a report of the winding-up proceedings and rang up Mr. Black on the telephone. Mr. Black replied that the matter was sub judice and that he could not give any information. He stated, however, that defendants had a petition before the Court to wind up the plaintiff company compulsorily, and that the two companies were not connected with each other in any form. The plaintiffs alleged that Black was then pretending the petition was pending, whereas it had already been dismissed. The defendants said Mr. Black made the statement attributed to him before the petition was dismissed. The result of the winding-up proceedings was that plaintiffs' sales in the following eleven months were reduced by one-half.

Evidence in support of the plaintiffs' case was given by Dr. W. G. Burns, chairman, and Mr. H. E. Gowan, secretary of the plaintiff company. Sir Christopher Robinson said he saw a report of the winding-up proceedings in THE CHEMIST AND DRUGGIST. He telephoned to Mr. Black and explained that his company were owed money by the plaintiffs. He asked whether the defendants had grounds for the winding-up petition, and Mr. Black replied that the matter was sub judice and that he could not or would not discuss it. He admitted, however, that the defendants had before the Courts a petition to wind up the plaintiff company.

CASE FOR THE DEFENDANTS

Sir Patrick Hastings submitted that the defendants had acted with reasonable and probable cause in presenting the petition and without malice. They simply put the matter into the hands of their solicitors, whose managing clerk, Mr. Walton, wrote on September 30 to the plaintiffs demanding payment of the £100. The way the plaintiffs had acted, added Sir Patrick, was a disgrace if they intended to dispute the petition.

Mr. Henry Herbert Walton stated that on October 1 a gentleman whom he understood to be Mr. Nicoresti spoke to him over the telephone and said: "Your clients are a lot of rogues. They have swindled us out of the trade mark, and if you think you can get the costs out of me you had better try." No one suggested that the debt was disputed until the petition came on for hearing. Witness naturally concluded that the plaintiffs had not the money to pay the debt, and he expected the petition to go by default up to the last moment. Mr. Richard Siller, a director of Lysol, Ltd., said the question of recovering the debt was left entirely to their solicitors. Sir Patrick Hastings: Had you any desire to injure Solidol, Ltd.?—Not the slightest. Mr. Alexander John Black, secretary of the defendant company, questioned as to the telephone conversation he was alleged to have had with Sir Christopher Robinson on November 20, 1930, or thereabouts, said Sir Christopher asked if the defendants were the people concerned in the winding-up petition against the Solidol Company, and witness said they were. He did not say that the petition was still sub judice. Sir Patrick: Was this conversation before or after the petition was heard?—I cannot definitely fix the date, but I believe it was before I knew the petition was dismissed. Sir Patrick said that if there had been one suggestion the debt was disputed, the petition would never have been launched.

SUMMING UP AND VERDICT

Mr. Justice Avory, in summing up, left the jury five questions, which they answered as follows:—

(1) Was the defendant company actuated by malice in presenting the petition for compulsory winding up of the plaintiff company?—No.

(2) What damages should be awarded?—None.

(3) Did the defendant Black, as secretary of the defendant company, speak and publish to Sir Christopher Robinson the words complained of on November 20, 1930?—No.

(4) If so, was the defendant company or Black actuated by malice in speaking the words?—No.

(5) As to damages for slander?—None.

On the basis of the jury's findings Mr. Justice Avory entered judgment for the defendant company on the claim, with costs. Following legal arguments on the counterclaim for the sum of £102 17s. 8d. incurred in the proceedings which took place in South Africa, his lordship gave judgment for the defendant company for the amount claimed, with costs.

Sales Stimulants

To create additional sales a shop window must have the power to attract, not necessarily through elaborate display, but something attention-compelling based upon a good sales idea. Passing through a northern town one winter's day, the writer's attention was drawn to a chemist's shop by a large window bill appearing at the top of one of the windows. It read: "Stop that Cough!" The window was filled exclusively with a heap of this chemist's own cough mixture, for which he had apparently secured a large local sale. Built up in the form of a pyramid, heaped together in irregular order, this mound of Stop that Cough mixture, with its large lettered bill at the top of the window, created an impressive display, and attracted wide attention. Often it pays to make a special offer to arouse local talk, and in that way build additional sales. A case in point is one made by a firm of chemists which consisted of giving as a bonus to all customers spending two shillings and sixpence and over, a small bottle of lavender water, Devon violets or eau de Cologne. This offer was limited to seven days.

The present rage for coupon schemes led to another firm of chemists adopting the following scheme:—A leaflet headed "Housewives Bonus Coupons" was distributed; it explained that the firm had resolved to make the housewife's task a much lighter burden. For every shilling spent at a local branch, proprietary goods excepted, a bonus coupon was given which upon presentation of the requisite number could be exchanged free for, among others, any of the following household or toilet goods:—

Ten could be changed for 1 lb. bar white soap
Twelve could be changed for 1 lb. packet soap flakes
Ten could be changed for 2 lb. bag soap powder
Eight could be changed for 1 lb. bar carbolic soap
Twelve could be changed for three tablets toilet soap
Fifteen could be changed for 1 lb. jar malt and oil
Eight could be changed for 1 tube dentifrice
Fifteen could be changed for one shaving stick.

Attractive window displays pushed this sales plan to success. The outstanding advantage of a retail sales plan of this character is that bonus coupons attract the casual customers and turn them into regular ones who will buy all kinds of goods from time to time in order to save the coupons.

In a seaside town, which although small in itself draws a large amount of business from a wide area, stands a large all-one-price store and also a large branch of well-known multiple chemists. Taking advantage of the "What can I buy for one shilling" idea, the chemists devoted one whole window to articles purchasable at, or less than, one shilling. A large card in the window announced: "Nothing over 1s. in this Window."

Winter months are the time when most chemists make a special feature of hot water bottles, but how to lift such prosaic articles out of the rut and into the sales creating limelight? One chemist hit upon a happy and attractive solution. A window was filled with all kinds of rubber hot water bottles with varying price tickets attached. Included in the display was a window card on which in large letters appeared the query: "Has your Bed got Central Heating?" In this case the quite ordinary became a challenging query to the passing shopper and made him think of warmer beds during the winter months thanks to the purchase of a hot water bottle. The growing craze for central heating was used as a dramatic selling-point.

Irish Pharmaceutical Affairs

An address on "Irish Pharmaceutical Affairs" was delivered by Mr. Fred Storey, Ph.C., past-president of the Pharmaceutical Society of Northern Ireland, president of the Chemists' and Druggists' Society of Ireland, and vice-president of the Belfast Wholesale Merchants' and Manufacturers' Association, at a meeting of the South-West London Chemists' Association and Branch of the Pharmaceutical Society, held in Stanley's Restaurant, Lavender Hill, S.W., on February 13. Mr. J. E. Monaghan, president of the Branch, occupied the chair. It was stated incidentally that to Mr. Storey belonged the distinction of having travelled further for the purpose of addressing an English pharmaceutical gathering than any other speaker.

The Course of Legislation

Tracing the history of pharmaceutical affairs in Ireland from 1791, Mr. Storey reminded his audience that in 1851 the question of poisons was exercising the minds of the governing authorities, and the Arsenic Act was passed. Coming to 1870, he referred to the Sale of Poisons Act, and went on to deal with the Pharmacy Act, Ireland, 1875. This, he said, was mainly on the lines of the British Act of 1868; it created the pharmaceutical chemist and the chemist and druggist, and this was where trouble arose. In England the pharmaceutical chemist and the chemist and druggist were both entitled to compound prescriptions and sell poisons. In the Irish Act, however, it was optional for the Council then formed to grant the facility of compounding and dispensing prescriptions to chemists and druggists, but this was never brought into existence, with the result that these men were simply sellers and retailers of poisons. If at that time they had been given the right to compound and handle prescriptions, he thought there would not have been the trouble that arose later in dealing with the druggist question. In 1890 came the Amending Act, creating a Register of Chemists and Druggists, and also the Registered Druggist grade. In 1908 appeared the Poisons and Pharmacy Act, which was described as "the Agricultural Poisons Act." This Act allowed the sale of certain poisons used for horticultural and agricultural purposes by persons granted a licence from the local authority. A clause which was thought at the time to be a safeguard proved to be a dead letter: "Before granting any licence under this section the local authority shall take into consideration whether in the neighbourhood where the applicant for the licence carries on or intends to carry on business the reasonable requirements of the public . . . are satisfied." When the Bill was before the House chemists and druggists and registered druggists got added to it what is called "the widow's clause," whereas previously it was only the executors of a pharmaceutical chemist who were entitled to carry on the business.

Mr. Storey next touched on the Pharmacy and Poisons (Northern Ireland) Act, 1925. Early in 1923 the Government of Northern Ireland considered that a change must be made in the then Pharmacy Act as it was controlled from Dublin. Their attention had been drawn to it by two prosecutions instituted in Belfast. The vast majority of the drug trade were quite willing to carry on under the old Act; but if a change was necessary, a number thought some arrangement should be made with Great Britain, and he believed the British Society were prepared to consider this aspect. The Government of Northern Ireland dealt with the matter in a very businesslike way, however, and instead of drawing up a Bill and throwing it at the heads of those concerned they called a conference of all interested representatives of the Pharmaceutical Society in Dublin and explained the position. Those present were asked to send in proposals and suggestions so that a satisfactory Bill could be introduced. It was quite obvious that the Government were determined a change should take place, and this being so, that the opportunity should be taken to help them get an Act without any loopholes, and to include those ideals which some of them had been aiming at to bring pharmacy to a higher level and also to try to establish one grade only. The various sections of the trade were well organised, and soon negotiations were begun with a view of getting unanimity in putting forward the proposals which the Government had asked for, the great crux being the abolition of the Registered Druggist grade. Deputations and interviews with Government officials and meetings without number took place, but nothing definite could be agreed upon. The Government, tired of waiting, called a meeting including representatives of the medical profession, Queen's University, limited companies, etc. Just before the meeting he happened to be in the Home Office speaking to one of the higher officials who was dealing with the matter, who said that after all this time they had no definite proposals from any section. He (the speaker) explained the reason why his section had not done so, as they were trying to get agreement with the other sections, and promised the official that within three days he would give him a skeleton Pharmacy and Poisons Bill. He got together Mr. S. Suffern, Mr. J. Moffat and Mr. W. J. Rankin. They spent from ten in the morning till ten at night working out the Bill. They took the old Irish Act and the British Act, and with the aid of scissors and paste and drafting their various suggestions completed the document, which he personally handed in to the Government official, explaining that he had not had time to take a copy of it and would like the opportunity of going over it again. The official was delighted, and said there was something tangible to work from. Something like from 80 to 90 per cent. of what they had included in the document was now in the present Act.

Thorough Discussion

The next meeting with the officials became a full-dress debate, especially on the druggist question. After two hours or more of very keen discussion, the Minister said they would draw up the Bill, and asked for an advisory committee to be appointed, consisting of two representatives from the pharmaceutical chemists and two representatives from the druggists. This was done, and he was appointed one of the representatives of the druggists. The Committee were called together and were given a typewritten copy of the Bill, which they were told was strictly private and confidential. He refused to take it on these conditions, and explained that it would be necessary for him to consult some of his friends on the various points. The chairman agreed, and explained that as it had not been before the Cabinet it must not be handed to the Press, but that they could consult any of their friends with regard to any part of it. The friend he had in mind was the late Sir William Glyn-Jones, whom he was anxious to consult on various points, and who was a man for whom he had the greatest respect and regard. He crossed over to England and spent a considerable time going through the Bill with Sir William, who was able to give useful hints and advice. This marked the commencement of many meetings and discussions. When the Government draftsmen turned the clauses into legal and parliamentary phrases they hardly recognised them, and had to consider the points very carefully. They tried to get as much as possible into the Bill so as to save any friction over the working of it later on. They soon got into difficulties with little points. For instance, it was necessary after they made some regulations at their first meeting to have them sealed. They had the details of a seal but had not one made, and it would take some considerable time; and as the Government wanted the document they were at their wits' end. However, he

got a rubber stamp manufacturer to make up a die to correspond with the description of the seal; they made an impression on sealing wax, and it satisfied the Government. Fortunately he made one or two impressions as curios, and they came in very useful later to affix to documents that had to be sealed.

New Features in the Northern Ireland Act

The constitution of the Council was rather new. They had representatives of the medical profession, representatives from Queen's University, and a representative from the wholesale trade. On the first constitution of the Council a rather peculiar circumstance arose. The president and vice-president of the Council were to be nominated by the Minister from persons in Part I of the First Schedule, or from the six persons to be nominated as druggists' representatives. He happened to be one of the six persons nominated as druggists' representatives, and the Government appointed him vice-president. Owing to the wording of the Schedule six "druggists' representatives" had to be appointed in addition to the president and vice-president; another druggist was appointed to make up the six, and he was on the Council as "nobody's duck and nobody's darling," simply as vice-president.

In their Act they made provision for reciprocity (not made in the old Irish Act), and this had been carried into effect with Great Britain and several Dominions. They also took power to extend the clause dealing with titles and names so as to make it practically impossible for anyone to mislead the public. A "widow's clause" was included, but a peculiar incident arose. They evidently did not think of those widows and executors who were carrying on business at the passing of the Act, and as the Act was repealed those people were temporarily wiped out. However, on representations being made to the Ministry, this was adjusted and they were allowed to carry on.

One of the many amusing stories told by Mr. Storey in the course of his address concerned a registered druggist, who cleverly evaded a trap to catch him making a prescription. He suspected that a man who was asking him for medicine for stomach trouble was an ex-R.I.C. man, and steadily declined to be caught napping. Eventually he supplied the man with the name and address of a specialist, and requested the latter, before the man's visit, to charge a fee of £3 3s. When the man returned with a prescription the druggist refused to make it up, and told him to go to the Pharmaceutical Society—and other things.

After a short discussion, in which Mrs. Freke, Messrs. Wells, Docker, Greenbat, Edgcumbe and Rowlands took part, Mr. Storey was cordially thanked for his address on the proposition of Mrs. Freke, seconded by Mr. Wells.

Association Meetings

Aberdeen.—A meeting of the Aberdeen Pharmaceutical Association was held on February 7, when Mr. G. R. Boyes (Parke, Davis & Co.) gave a lecture on *Recent Additions to Materia Medica.* There was an attendance of nearly 150. Mr. M. K. Watt (president) welcomed the pharmacy students and introduced Mr. Boyes. Mr. Boyes dealt with the serums and vaccines of the new pharmacopœia, and gave details of the effects of liver extract and stomach tissues. Questions were asked, and on the call of Mr. Farquhar a hearty vote of thanks was given to Mr. Boyes.

Brighton.—The annual conjoint meeting of the Brighton and Hove Association of Pharmacy and the Brighton Division of the British Medical Association was held on February 9, Dr. J. O. Summerhayes presiding. After an informal supper, Dr. Donald Hall opened a discussion on *The 1932 Pharmacopœia and How It Affects Doctors and Chemists.* Dr. Hall gave a comprehensive survey of the new publication, referring specially to the deletions, additions and alterations. Mr. H. B. Mackie, B.Pharm., Ph.C. (head of the Pharmacy Department of the Brighton Technical College and a member of the Pharmacy Subcommittee of the Pharmacopœia Commission), replied to Dr. Hall. Mr. Mackie stated that notwithstanding its hasty preparation the new edition was vastly superior to those preceding it, and it formed a firm foundation for the improvement of future issues. Special credit was due to Dr. C. H. Hampshire, who, by arduous work as secretary of the Commission, had largely contributed to its success. An interesting discussion followed, the speakers being the chairman, Dr. Parry, Dr. Schurr, Dr. Delisle Gray, Miss Adams, Mr. R. A. Cripps and Mr. K. J. Padwick. The questions raised were replied to by Dr. Hall and Mr. Mackie, and a vote of thanks concluded a successful meeting.

Belfast.—The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held on February 7, the president (Mr. A. E. A. Davis) in the chair. The president extended a cordial welcome to Mr. W. C. Tate, a newly co-opted member of the Committee. Mr. Tate suitably replied. The secretary reported that a representative of the Proprietary Articles Trade Association would be present and address the annual general meeting to be held on March 15. Mr. John Smith, the Irish representative on the Executive Committee of the P.A.T.A., had also accepted an invitation to be present at the meeting. The subcommittee appointed in connection with the child welfare scheme and tuberculosis dispensing submitted an interim report, signed by Messrs. J. C. Culbert, S. J. Hudson and Charles Abernethy, giving details of the negotiations and interviews with the various interested parties. Mr. Culbert gave an account of the work of the subcommittee to date. Various points of the report were discussed at length, and general appreciation was expressed at the satisfactory progress of the negotiations.

Edinburgh.—A meeting of the Edinburgh Chemists', Assistants' and Apprentices' Association was held on February 10, Mr. J. J. Blackie (president) in the chair. Mr. M. Y. Orr, F.R.S.E., gave a lecture, illustrated by lantern slides, on *Evolution.* Evolution, said Mr. Orr, was a theory of slow ascent of plants and animals through a long chain of gradually improving and closely related forms and over an immense period of time. It had its beginning in some primeval protoplasmic molecule. The myriad living things of to-day were the tips of the branches of a stupendous genealogical tree, which had its roots deep down in the geological formations of the past. Time was the essence of any process of evolution, and the human mind could hardly grasp the vastness of this time factor. They must carefully distinguish between evolution, the process, and Darwinism, the explanation. By means of a series of slides Mr. Orr illustrated the gradual evolution of the world. A cordial vote of thanks was awarded to Mr. Orr.

Women Pharmacists.—A meeting of the National Association of Women Pharmacists was held on February 8, the president (Mrs. F. W. Adams) in the chair. A lantern lecture was given by Mr. F. W. Adams (assistant-secretary of the Pharmaceutical Society) on *Activities at Bloomsbury Square.* Each room in the building was dealt with, and the speaker called attention to the amount of work undertaken by the Society. A vote of thanks to Mr. Adams was proposed by Mrs. Freke (a member of the Society's Council).

"EVEN BETTER SELLING."—The Incorporated Sales Managers' Association, 101 Great Russell Street, London, W.C.1, has issued at the modest price of 2s. a manual on salesmanship, with special reference to trade fairs and exhibitions, prepared by Mr. Harold Whitehead and an expert staff. It is pointed out that the problems confronting the salesman or technical adviser in charge of an exhibition are not in all respects those of the assistant in a business, and the subject-matter has been treated from this standpoint.

Condition Powders

It is interesting to notice how with the great increase in advertising there has been a corresponding increase in the variety of articles advertised. And along with this increase in the work of the advertising agent there has come about a greater interest in animals of a certain class, that is, pet animals, dogs and cats. These have increased in numbers to an almost alarming extent, and with this craze for the keeping of such animals many individuals and firms have seen their opportunity for increased business. Dog and cat medicines are advertised and sold everywhere.

A Wonderful Word

The most noticeable of all remedies are "condition powders." What are "condition powders"? What is "condition"? This word is very dear to horse lovers, cattle breeders, and to all those concerned with animals. It really has a variety of meanings. "Condition" in a hunter implies that he is fit and well, not fat, and in a state that enables him to do his day's work without undue fatigue. On the other hand, a carriage horse, when in "condition," is on the plump side, as his work is not usually strenuous and he is required to radiate opulence. In cattle bred for beef a state of fatness is desired, an obesity which will appeal to the butcher. A dairy cow is satisfactory if she renders her proper quantity of milk and butter per day. When we come to consider pet dogs and cats what do we find? We need not trouble about dogs and cats which are exhibited at shows, as their breeders and owners, and the judges, are a law unto themselves. We find that "condition" in their case is not to be defined. Some people like fat dogs, others prefer them to be on the lean side. With cats of the fireside order plumpness is generally in demand. As cats of this kind have generally undergone the same early treatment as bullocks it is not surprising that they grow fat and contented. We are thus led to assume that owners require, or think they do, something which will keep their pets as they should be, whatever this state may be. And "condition powders" do it.

Points of View

The subject of "condition powders" must be studied from two points of view. First, there is the scientific or therapeutic aspect. There was in days gone by a class of remedies known as "alteratives," which formed and still form the basis of "condition powders." These agents were supposed to so alter the working of the organs and tissues of the animal body as to bring about an improved state of health. It is very difficult to understand how the phenomenon worked. In some cases, as with arsenic, the improvement was not real, only apparent. Indeed, there was usually set up a degree of pathological degeneration. Arsenic, antimony, mercury and iron were some of these old-time alteratives. They sometimes did good, as they happened to be, quite by accident, appropriate remedies for the disability from which the patient was unknowingly suffering. As a rule, the administration was discontinued after a short period, when the health seemed satisfactory, and no harm was done. But on the whole it must be admitted that the good effect of these remedies is psychological. A dog owner who troubles to give his pet powders of any kind for regular periods is just the person to treat his dog properly in other ways. He learns a lot from reading the pamphlets distributed with the remedies. These, as a rule, contain much good information. Coming now to the second aspect of the subject, that is, that as the public require these articles it is to our advantage to supply them and so gain an appropriate reward. It appears that the usual popular remedies are quite innocuous. This is as it should be. They do no harm; the good they do is through faith. The staple ingredient seems to be milk sugar, a harmless, cheap, and not too well-known substance. Being rather insoluble, it is practically tasteless. What taste it has is sweet. This is in its favour. With this we find small quantities of other drugs. Sometimes arsenic and antimony are present in infinitesimally small amounts, doses so small as to have no effect whatever. In others we find such things as calcium phosphate or cream of tartar. The former can have little effect. The latter conceivably may produce a certain amount of benefit by its eliminative effect. One great point is that the agents employed must not be deliquescent, since then the packets would not keep. Another remarkable characteristic of these powders is their smallness. Even if they were pure substances of some value, little effect would be produced. It is now appropriate to look at the matter from a business point. What is to be given, or rather sold? It is well to bear in mind that it is more beneficial in cases of disease to find out the cause and to remove it. We can do the latter very often by the use of suitable drugs. Let us take the case of a dog with an irritable skin, not due to fleas or lice or any specific skin disease. Here sulphur is indicated, and a powder of equal quantities of milk sugar and sulphur looks quite elegant, and continued for some time will do good. Then there are those cases of ill-defined indigestion, with flatulence and diarrhœa. Here heavy magnesium carbonate is invaluable. Its drawback is that it is insoluble. We must not forget our old stand-by, calomel, which dogs tolerate extremely well. In various dilutions with lactose it might form a remedy for countless disabilities. In debility cases saccharated carbonate of iron is useful, but unfortunately it will not keep in paper. These agents may not be considered as true "condition powders," but, as all the maladies mentioned are treated by the public with the advertised goods, it seems desirable to supply remedies convenient and of proved therapeutic value. If all we want is something to sell, it matters little what is put into it. Faith will work wonders if induced by a confident attitude on the part of the vendor. We may sum up by an enumeration of the qualities necessary in a "condition powder." It must be small, it must be cheap, it must be tasteless or nearly so, it must be soluble, so that it can be given in water or other fluid. The colour scheme is not generally considered, but there is no doubt that a variety of colours of not too great an intensity would be all to the good.—*B. G.* (14/11).

Prescription Stamps

By a Pricer

A space is left at the corner of the National Insurance prescription form for the chemist's stamp. In the pricing bureau hundreds of bundles are dealt with; and if for any reason one form becomes detached from the main bundle (and these things do happen at times), it is difficult to say which chemist should be paid for it, unless the rightful owner has taken the precaution to mark it.

Most chemists seem to realise the need for this precaution, for it is rare to find a bundle of scripts not stamped; but the amazing thing is that some chemists take the trouble to stamp their forms with a stamp that is barely legible, and there are occasions when it is impossible to read the impression left by the stamp on the form. Indeed, it is a fact that there are certain forms known to us by the shape and colour of the smudge made by the worn rubber type—for it is out of the question for anybody to read the lettering.

It is a poor policy for the chemist not to mark his insurance prescriptions clearly and legibly with his name and address; but surely it is very bad business for him to use such a stamp for his private prescriptions (and one supposes that the same stamp is used for both purposes). It cannot create in the mind of the private client a feeling of accuracy and dependability to see the private prescription defaced with a barely legible smear of coloured ink. It does not encourage nor even assist the medicine taker to return to the same pharmacy for the prescription to be repeated. And so I suggest to the contractors who favour us with their claims for payment for N.H.I. dispensing that it may pay them to look to their prescription stamps, and that in some cases a new one will probably prove to be a good investment.

Personalities

Mr. E. L. B. Thomas, publicity manager of Boots, Ltd., asks us to point out that his name was misprinted in last week's *C. & D.*

Mr. G. R. Toogood (Godeau & Bailly, Pharmacie A. Bailly, 15 Rue de Rome, Paris) is visiting the British Industries Fair (Olympia section) next week, and can be addressed c/o The Chemist and Druggist, Stand A 15.

Mr. J. F. McNeal, chemist and druggist, Amersham Common, Bucks, has been made a life member of the Association of the College of Optics, Glasgow, and has been co-opted on the Council of this body. Mr. McNeal, who is also a member of the Council of the National Association of Opticians, has recently been elected an examiner of this Society.

Deaths

Fouracre.—At Finchley, on February 12, suddenly, Mr. Robert Fouracre, Ph.C., chief pharmacist to the Westminster Hospital, London, S.W.1, aged fifty-three. Mr. Fouracre was educated in North London, and served his apprenticeship to the late Mr. R. H. Trickey, Eastbourne. While gaining further experience as an assistant, he passed the Chemist and Druggist Qualifying examination in 1903, the general and sight-testing examinations of the Spectacle Makers' Company in 1906, and the Pharmaceutical Chemist examination in 1912. Mr. Fouracre's experience of hospital work began in 1909, when he became an assistant pharmacist at the London Hospital; thence he went to the Metropolitan Hospital, the West End Hospital for Nervous Diseases, and finally the Westminster Hospital, the staff of which he joined in 1919 as chief pharmacist. He was well known in pharmaceutical circles as a member of the Codex Revision Committee, a contributor of papers to the meetings of the British Pharmaceutical Conference and the Guild of Public Pharmacists, and a member of the London Board of Examiners of the Pharmaceutical Society. Mr. Fouracre will be remembered as a man of great kindness, sincerity and modesty, as well as a distinguished pharmacist. A bachelor, he devoted all his spare time for the past twenty years to Scouts in Finchley, and it was while cycling to headquarters that he met his death in a collision. He was Group Scoutmaster of the 81st North London Group (2nd Finchley Troop), and had almost completed the building of new headquarters; the work itself was done by the Scouts under the direction of Mr. Fouracre, and when completed will serve as a memorial to his devotion to the Scout movement. Mr. Fouracre leaves two brothers, Dr. S. F. Fouracre, who has a practice at Withernsea, and Mr. F. Fouracre, surveyor in H.M. Office of Works. The funeral took place on February 16 at St. Luke's Church, Finchley, and a memorial service was held in the chapel at the Westminster Hospital. Mr. Herbert Skinner writes:—

Mr. R. Fouracre, Ph.C.

The fatal accident to Robert Fouracre removes a worker from hospital pharmacy difficult to replace. It is twenty-one years this year since we became colleagues in the fight for our common cause. He was one of the founders of the North London Pharmaceutical Association. He thoroughly reorganised the dispensary of the Westminster Hospital and brought it up to date. We were colleagues in many a struggle which was the breath of life to a strong supporter of the Progressive Pharmacy Club. In the great year of revolt in pharmacy, 1920, he was one of the twenty-two candidates for the seven seats on the Pharmaceutical Society's Council but failed to secure election. Those who were in intimate association with him had a great appreciation for his quiet and often whimsical humours. His untimely death robs pharmacy of an earnest worker in stimulating the efforts to place our profession in a prouder position of usefulness than the one we have too often accepted. As for me, I lose a sincere and esteemed friend.

Good.—At 110 Cheltenham Road, Bristol, on January 27, Mr. John Thomas Good, chemist and druggist, aged sixty-five.

Hadfield.—At Matlock, on February 11, suddenly, Mr. James Ernest Hadfield, chemist and druggist, Dale Road, aged fifty.

Harburn.—At his residence, Langholme, Bondgate, Bishop Auckland, on February 13, Mr. Alfred Harburn, Ph.C., 72 Newgate Street, aged seventy-five. Mr. Harburn was head of a business which was established in 1812 by his grandfather, Mr. Robert Davison. Mr. Harburn's father, the late Mr. Richard Hind Harburn, succeeded to the business in 1856. Mr. Harburn studied at the South London School of Pharmacy under Dr. Muter, and followed his father in business in 1880. In 1926 he retired and handed over the pharmacy to his son, Mr. William Moore Harburn, chemist and druggist. Mr. Harburn was an art collector of taste, acquiring over a period of years a valuable collection of china, pottery, glass and furniture. As a young man he was fond of open-air life, and he was a capital musician. He is survived by a widow, a son and a daughter.

Jordan.—On January 29, Mr. Ernest Samuel Jordan, chemist and druggist, 51 New Kent Road, London, S.E.1, aged sixty-two.

Jordan.—At Plaistow Hospital, on February 7, Jeanette, only daughter of Mr. F. G. Jordan, M.P.S., 75 Plashet Road, Upton Manor, London, E.13, aged four.

Kemp.—At Horncastle, on February 2, Mr. Herbert William Kemp, retired chemist and druggist, aged seventy-three. Mr. Kemp succeeded his father at Horncastle in the business of Kemp & Son, wholesale and retail chemists. On the formation of Ayrton, Saunders & Kemp, Ltd. (now Ayrton, Saunders & Co., Ltd.), manufacturing chemists, Hanover Street, Liverpool, as a limited company, he became a director, the company acquiring his business and that of H. Gilbertson & Sons, Ltd. Eventually he retired and returned to Horncastle, where he served on the Urban Council, and was a governor of the War Memorial Hospital and the Grammar School.

McDonald.—At Dunfermline, on February 12, Bailie Angus McDonald, chemist and druggist, aged sixty-five. Mr. McDonald was elected to the Dunfermline Town Council in 1919, and represented the Council on Fife Education Committee. He is survived by a son and two daughters.

Neale.—At the residence of her son in Birmingham, recently, the widow of the late Mr. John Neale, chemist and druggist (Allen & Neale, chemists, 55 High Street, King's Lynn), aged seventy-six.

Rand.—At 219 South Lambeth Road, London, S.W.8, on February 12, Mr. Alfred Rand, proprietor and founder of Aniska preparations, aged seventy-five.

Salter.—At Ellesmere House, Bomere Heath, on February 2, Mr. Albert Joseph Salter, retired chemist and druggist, formerly in business at Abergavenny, aged sixty-seven.

Sandiland.—At Leominster, on January 30, Mr. Robert Burgess Sandiland, J.P., Ph.C., aged eighty-five. Mr. Sandiland carried on business in High Street for thirty years. He was a member of the Royal Edward Lodge of Freemasons, and had been a borough magistrate since 1906.

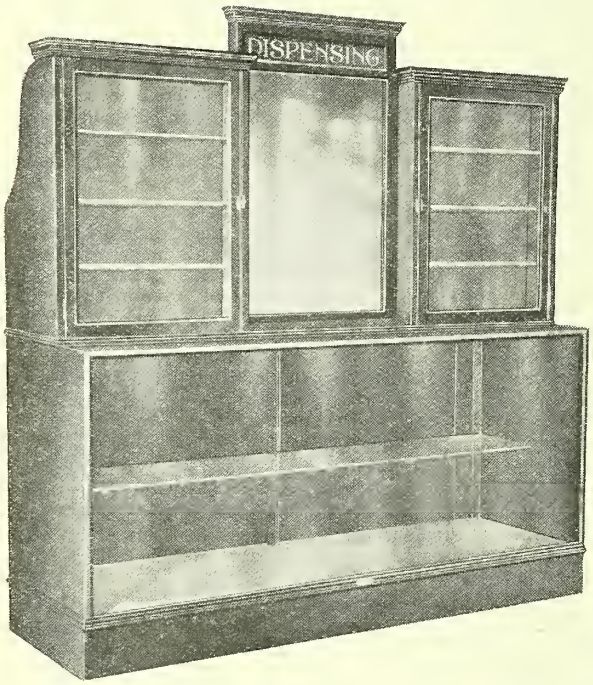
Saunders.—At 233 Nantwich Road, Crewe, on February 2, Mr. Leonard Freer Saunders, chemist and druggist, manager at 56-58 Market Street, for Boots, Ltd., aged 45.

Trade Notes

British Industries Fair.—In connection with this event, which opens at Olympia, London, W., on February 20, we have included a special coloured supplement in the advertising pages of this issue, where announcements of particular interest are made by the following manufacturers: Robert Addis & Son (tooth-brushes); Anzora Perfumery Co., Ltd. (hair cream); T. F. Bristow & Co., Ltd. (toilet luxuries); H. Bronnley & Co., Ltd. (cream and bath soap); The Clarocit Co., Ltd. (Clarocit); Cussons, Sons & Co., Ltd. (toiletries); The Drayton Paper Works, Ltd. (toilet papers); A. D. Harris, Ltd. (Taypit); Hopkin & Williams, Ltd. (chemicals); J. G. Ingram & Son, Ltd. (enemas); G. B. Kent & Sons, Ltd. (brushes); George King & Co., Ltd. (patent foods); W. T. Owbridge, Ltd. (lung tonic); Robinson & Sons, Ltd. (boxes); Souplex, Ltd. (safety razor and blades); Thomas Tyrer & Co., Ltd. (chemicals); Thomas Ward & Sons, Ltd. (safety razor and blades); Whiffen & Sons, Ltd. (chemicals).

Tablets.—T. H. Walton & Co., Batley, invite large buyers of compressed tablets to write to them for quotations.

Pharmacy fittings.—J. C. King, Ltd., shopfitters, 42-60 Goswell Road, London, E.C.1, are displaying at their new showrooms (54 Goswell Road) a comprehensive range of modern pharmacy fittings. During a



recent visit we were particularly impressed by the obvious utility of the combined showcase and dispensing screen illustrated herewith. This, we understand, is an entirely new design. The overall dimensions are: length 6 ft., height 6 ft. 3 in., and back-to-front 2 ft. The lower section consists of a glass showcase, the interior being fitted with standard bar and adjustable brackets with a row of glass shelves 12 in. wide. The upper section has a mirror centre panel with a display case on either side. The back of the upper section is built as a dispensing bench, with two rows of shelves for bottles. The fixture can be constructed with an oak or mahogany frame. Chemists who cannot visit the showrooms (and a visit is worth while) are invited to write for the new catalogue No. 1013, which will be sent post free.

A. Bourjois et Cie, Ltd., 4 Water Lane, Blackfriars, London, E.C.4, have drawn our attention to their latest line in toilet soaps. The Bourjois soaps are renowned for their purity, cleansing qualities and high percentage of

fatty acids, combined with delightful perfumes. This new line shows exceptional value—a good-sized inexpensive tablet of the usual high quality, available in six odours. It is packed in an attractive display box as will be seen from the illustration, which also incorporates a specimen of the recently designed showcard advertising Messrs. Bourjois' complexion soaps, of which they have a wide range. Visitors to the British Industries Fair are invited to call at the company's showrooms.

Sale of sponges.—The attention of druggists' sundriesmen is called to an auction sale of sponges announced in the *C. & D.* Supplement.

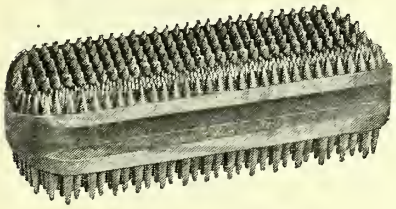
Roll film machines.—The announcement of Jobling, Glennie & Co., 52 Queen Victoria Street, London, E.C.4, referred to in this column last week was published in the Coloured Supplement (p. xxxii).

Glucose.—Warrick Brothers, Ltd., Nile Street, City Road, London, N.1, are offering best quality glucose in powder form as well as in various combinations, e.g., glucose barley sugar sticks, glucose fruit drops, and urge chemists to take advantage of the publicity which is being given to this sugar at the present time.

Two popular winter lines.—W. B. Cartwright, Ltd., Rawdon, Leeds, have recently launched two new lines, namely, Chest Vapour Rub and Iodised Forma-

mints. These preparations have, we understand, been exceedingly well received and meet the public demand for chest and throat preparations at store prices.

A NEW ALL-RUBBER BRUSH.—Itshide, Ltd., Petersfield, Hants, have brought out a new all-rubber nail brush to retail at a popular price. This brush is of attractive design, and is in every way a first-class article. It is made so that the "bristles," which are on both sides, cannot come out or loosen. The brush is supplied in five colours: blue, green, violet, brick and "jazz," and is made in England.



SOLPORT BROTHERS, LTD., 184 Goswell Road, London, E.C.1, have sent for our inspection a number of their new season's lines in sponge bags and travelling companions. Several are shown in the illustration below, and, while all are beautiful those which demand special mention include three new sponge bags W.73 Radiance (in artificial silk brocade); W.74 Richmond (floral artificial silk) and W.76 Planet (a striking futurist design in artificial silk). All three are moderately priced, and the colours and designs of the materials are most charming. The already popular coloured fancy check sponge bag is now also made with a zip fastener. Attention must also be directed to the display assortments, consisting of twelve sponge bags, all different, ready packed in a striking folder, which, when opened, is ready to hang up and show the goods most effectively. Six different assortments are available at prices to suit all classes of trade. The immense variety of entirely new designs in travelling companions is almost bewildering. Special note, however, must be made of W.433 (handbag pattern) in Mayflower artificial satin, and W.426 (pocket book pattern), made in three sizes in the same material. A price list and further details of these lines will be sent to any of our subscribers who ask for particulars.

BOTTLE FILLING APPARATUS.—William Toogood, Ltd., 77 Southwark Street, London, S.E.1, are the suppliers of filling apparatus for sprinkler neck bottles which will meet the needs of both the wholesale and the retail trade. Two styles are available, a pressure type for oils or thick liquids and a gravity type for spirits or thin liquids. Prices and full particulars will be sent on request.

PAPIER POUDRÉ, LTD., 46 Baker Street, London, W.1, have introduced an interesting line in the form of talcum leaves for use after shaving. A soothing antiseptic which can be applied in this manner should become popular with men. The leaves are in book form with a cord for hanging.

BONUS OFFER.—Anver's Food Co., Sunshine Works, Ward Street, Manchester, are making a bonus offer in connection with their proprietary. Details are given in the firm's advertisement in this issue.

THOMPSON & CAPPER WHOLESALE, LTD., Manesty Buildings, College Lane, Liverpool, whose well-known product Mothaks is now also available in powder form, are making a bonus offer in connection with these moth-destroying preparations. Mothak powder is packed in sprinkler containers so that it is easy to apply to carpets, upholstery and so forth.

ALLEN & HANBURYS, LTD., Bethnal Green, London, E.2, have sent us particulars of the following new preparations they are putting on the market: (1) Elixir caffeinæ iodatum is a palatable preparation of caffeine with iodine, prescribed in asthma, chronic bronchitis, emphysema and similar afflictions. It is available in 4, 8 and 16 oz. bottles. (2) Glycerin ephedra compound contains extract of ephedra with lobelia, ipecacuanha and codeine. Each fluid drachm contains extract of ephedra equivalent to $\frac{1}{8}$ gr. ephedrine hydrochloride. It is supplied in 4 and 8 oz. bottles. (3) Torch brand alkaline glucose lozenges are a combination of glucose with sodium bicarbonate used by certain children's specialists in such cases as indicate treatment with glucose. Made in four colours and flavours, they are sold in $\frac{1}{2}$ and 1 lb. jars.

Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

John Bell, Hills & Lucas Ltd.

"JOHN BELL BRAND"
COLD CURE CAPSULES.
For Influenza and Common Cold.
A good selling Winter line.
Send for Sample box and particulars.
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EXTRA RECTIFIED **ALCOHOL** FOR **PERFUMERY**

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"VAREEN"
LIQUID NAIL POLISH

Favourite Colours:
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Etc.

NAIL POLISH
1/- size, 7/6 doz.
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POLISH REMOVER
1/- size, 7/6 doz.
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CUTICLE CREAM
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(FROM YOUR WHOLESALER)
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"The Chemist and Druggist"
COMPACT LIBRARY

PHARMACEUTICAL FORMULAS (P.F., Vol. I). The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States and several other pharmacopœias: (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from *The Chemist and Druggist* Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data—*e.g.*, a solubility table and chart. This volume contains 1146 pages. Price 15s., by post 15s. 9d. "Pharmaceutical Formulas," Vol. 2, in course of preparation.

WOOTTON'S CHRONICLES OF PHARMACY. In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

Published by "The Chemist and Druggist"
28 Essex Street, LONDON, W.C.2
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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

N/132. Dr. Lear's shaving brushes.
B/132. Anderson's lumbago tincture
B/142. Cheap steel tooth combs
B/132. Dorset nasal spray
F/142. Ung. cupro-argenti
W/172. Dumpie shaving soap (in wooden jars)
E/132. Maestrol
H/132. Solex belts
B/102. Torrefine (solution used in the bottle-washing industry)
B/132. Twilborough's pills.

THE
CHEMIST AND DRUGGIST
VOL. CXVIII. FEBRUARY 18, 1933 NO. 2767

Malaria and Quinine

MALARIA, despite the advances made in preventive and curative medicine during recent years, still remains one of the world's greatest hygienic problems. Quinine, as the most reliable substance in the regular treatment of malaria, appears to be maintaining its position as such. We have before us the results of an inquiry into the quinine requirements of malarial countries and the world prevalence of the disease, issued under the auspices of the Health Organisation of the League of Nations (Allen & Unwin, 3s.). The report, which is by way of preliminary to a proposed quinine conference, presents interesting statistical information compiled from data supplied by the health departments of malarial countries.

Prevalence of Malaria

It appears from the report that the number of cases of malaria treated annually during the last year covered by the inquiry was 17,750,760. In countries where the prevalence of malaria is known, the number of cases treated reflects the extent, and even the intensity, of the anti-malarial work, provided that the quantity of quinine used is taken into account. The table for India is given below as an example of the method used in presenting the statistics and on account of its obvious interest :—

India

Population	1929	348,000,000
Cases of malaria (estimated) ...		100,000,000
Cases treated (in the hospitals and dispensaries of the provinces indicated in Table B with a population of 246 million inhabitants) ...	Average 1925–29	8,678,664
	1929	10,096,894
(Including an average of 662,768 cases treated by the railway companies.)		
Quinine :—		
Imported by the State		0
Distributed gratuitously :—		
By the State	Average 1921–30	6,979 kg. 778 gm.
By the railway companies ...		1,634 kg.
		8,613k g. 778 gm.
Cinchona febrifuge distributed gratuitously :—		
By the State	Average 1921–30	3,763 kg. 189 gm.
By the railway companies ...	Average 1921–30	886 kg.
		4,649 kg. 189 gm.
Quinine sold at reduced prices ...	Average 1921–30	3,026 kg. 290 gm.
Total amount of quinine and cinchona febrifuge distributed free of charge or at reduced prices		16,289 kg. 257 gm.
Total consumption of quinine ...		...
Amount required		...

Thus in India it seems that out of 100,000,000 malaria cases, only from 8,000,000 to 10,000,000 are treated, and the quantity of quinine distributed does not exceed 2 grams per annum per case treated. This, the report comments, demonstrates that the campaign against malaria must be developed if the millions of cases that still escape all treatment are to be reached, and that the treatment itself must be intensified.

Supply of Quinine

With regard to supply, the report deals with the amount of quinine (or secondary alkaloids of cinchona) imported, and the amount distributed annually by health departments, either gratuitously or at reduced prices. The methods that have given the best results, according to the report, seem to be direct import by the Government with a state monopoly (quinine being exclusively distributed free of charge or sold at a controlled price) and direct import by the Government of quinine for distribution free of charge or at reduced prices for the anti-malaria campaign without any prohibition or restriction of import by private persons. In the latter case, chemists in non-malarial areas fix their own prices, but in malarial areas " Government quinine " or commercial quinine at a reasonable price must be sold. In order to arrive at a figure showing the amount of quinine required annually by the governments to meet the needs of their countries, the compilers made estimates on the basis of a standard dose of 20 grams of quinine per case per annum. Where the number of cases was unknown, the standard dose was multiplied by the average number of cases treated during the last few years, or by the number in the last year where malaria was increasing. In some cases the prevalence of malaria was estimated on the basis of the endemic indices. The result is that, according to the statements received from the health departments, the annual amount of quinine required is 1,172,184 kg. 869 gm., whereas, according to the secretariat, the figure is 1,387,411 kg. 670 gm. The report devotes a section (with explanatory notes) to each country and concludes with a synoptic table.

Arsenical Biscuits

UNDER the heading, " A New Arsenical Terror," our contemporary the " Solicitors' Journal " comments in caustic fashion upon the sale of arsenical biscuits for rat-poisoning, basing the comments upon the report of an inquest held at New Brighton during last autumn. Quoting the evidence of the county analyst, who expressed the view that the word " poison " ought to have been moulded on the biscuits and that they should have been coloured green, the " Solicitors' Journal " says:—

" This was, of course, what should have been done ; but we should like to know this: there is an Arsenic Act on the statute-book which forbids the sale of arsenic except by qualified chemists, and also makes it an offence even for a chemist to sell it without adding colouring matter so as to prevent the possibility of its being taken in mistake. Yet this most deadly of all poisonous substances may be handed about in plain biscuits after the manner disclosed at the New Brighton inquest, and as, presumably, products of this kind may be said to come within the ambit of requisites for ' agricultural ' purposes (rat-destruction being a distinctly agricultural necessity), there is nothing to prevent any village grocer from being licensed to sell these biscuits under the 1908 Regulations, which permit of the licensing of any person without any chemical knowledge or qualification to sell them!"

It is gratifying to find an important legal journal keeping in touch with matters of this kind and showing an intelligent interest in the dangerous condition of affairs that has been allowed to continue since the ill-starred legislation of 1908 took away the great safeguard of qualified handling.

Pharmaceutical Society

of Great Britain

Evening Meeting in London

THE fourth evening meeting of the present winter session was held at 17 Bloomsbury Square, London, W.C.1, on February 14. The attendance was quite up to the usual standard, and the lecture proved to be of great interest. The president (Mr. F. Gladstone Hines) occupied the chair; with him at the table were the lecturer (Professor James Andrew Gunn, M.D., D.Sc., F.R.C.P.), Mr. A. H. Jenkin (treasurer), and Mr. H. N. Linstead (secretary). The audience included the following:—Mr. E. T. Brewis, Mr. H. Deane, Mr. R. F. Edkins, Mrs. Freke, Professor Greenish, Dr. Hampshire, Dr. Linnell, Mr. T. Marns, Mr. A. R. Melhuish, Mr. C. A. Noble, Mr. J. Wicliffe Peck, Dr. Robb, Mr. T. E. Wallis, and Dr. Stanley White.

The PRESIDENT said Professor Gunn's subject was one in which they were all keenly interested. He then called upon Professor Gunn to deliver a lecture on "The Search for New Remedies" (of which an abstract is promised later).

After the lecture, which was listened to with great attention and appreciation, the PRESIDENT said the Society and Council were fortunate in being able to obtain information and advice from such an expert as Professor Gunn.

Dr. HENRY, in proposing a vote of thanks, said he was sure everyone had listened to the lecture with the greatest pleasure. Professor Gunn had given them a very useful account of his own work.

Dr. HAMPSHIRE, in seconding, said it was a great privilege to have listened to a lecture on pharmacology delivered by one of its principal exponents. He was certain that the lucid and easy manner in which Professor Gunn had delivered his discourse had met with the approval of everyone.

PROFESSOR GUNN, in reply, thanked his audience for the kind way in which they had received his lecture. He had greatly enjoyed addressing them.

Branch Meetings

Bedfordshire.—The annual meeting of the Bedfordshire Branch was held on February 9. The reports of the officers for the past year were well received, and the programme for the coming year discussed. The following officers were elected:—*President*, Mr. G. L. Whitmore; *Vice-President*, Mr. H. W. Kilby; *Secretary*, Mr. G. N. Shelton; *Assistant Secretary*, Mr. C. D. Smith; *Treasurer*, Mr. R. C. Frank.

Edinburgh.—A meeting of the Edinburgh and South-Eastern Scottish Branch was held on February 8, Mr. Peter Nisbet in the chair. Mr. J. Rutherford Hill opened a discussion on *Public Pharmaceutical Service*. From the very outset, said Mr. Hill, it had been the policy of the Society to secure that the dispensing of all medicines, whether in public institutions or in retail pharmacies, should be in the hands of duly qualified and registered pharmacists. The emergence of the National Health Insurance Act was an important benefit to pharmacy, as the pharmacist became distinctly recognised as, in normal circumstances, the only person who should be entrusted with the dispensing of medicines for insured persons. It had been realised that in regard to all public pharmaceutical service it was desirable that a national scheme on the lines of the National Health Insurance Act pharmaceutical service should be the policy of Scottish pharmacists, and this had taken practical shape in several districts. Just as the State in the public interest limited the practice of medicine to duly qualified medical practitioners, so should the State limit the practice of pharmacy to duly qualified pharmacists. It had been pointed out that at the present time there was no recognised or general scheme for local authority pharmaceutical service. It was believed that the adoption of a general scheme under which each local authority would have its pricing, checking and accounting done for it by the Central Checking Bureau would not only result in a substantial saving of expenditure but would also secure greater efficiency, and having the dispensing done by panel chemists would be a valued public convenience. The Committee on Local Expenditure (Scotland) had recently reported, and in regard to public health they said with the limited time at their disposal they had not been able to deal as fully as they would have wished with public health matters. They proposed that an independent inquiry into the whole subject of public health from every standpoint be at once instituted. There could be little doubt that this matter would be gone into at the earliest possible moment, and it was very important that pharmacists should be organised and prepared to give evidence if necessary in connection with such an inquiry so as to secure what had been from the outset the policy of the Pharmaceutical Society. A discussion followed, taken part in by Messrs. Sinclair, Sanderson, Henry Cartwright, Boa, Kelly, Tainsh and Wilson, and Dr. Tait. Mr. Hill replied to the points raised, and was awarded a cordial vote of thanks.

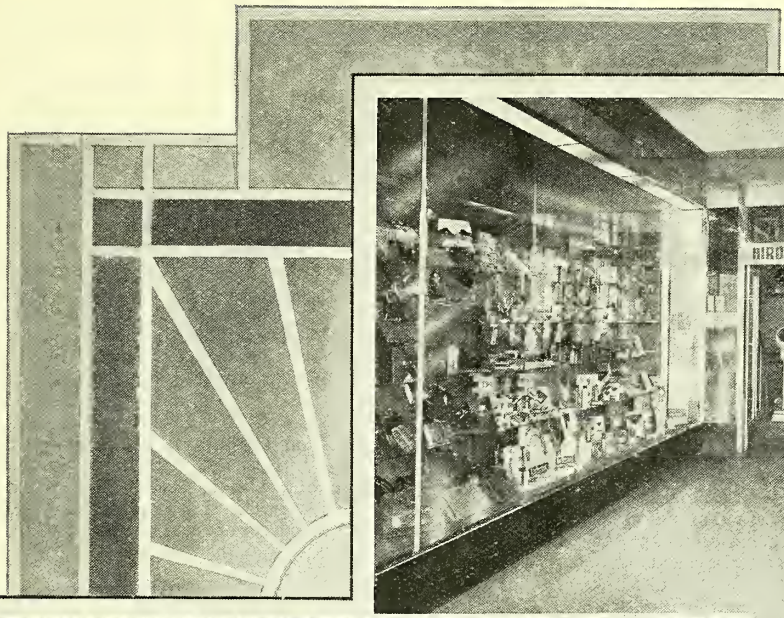
National Pharmaceutical Union

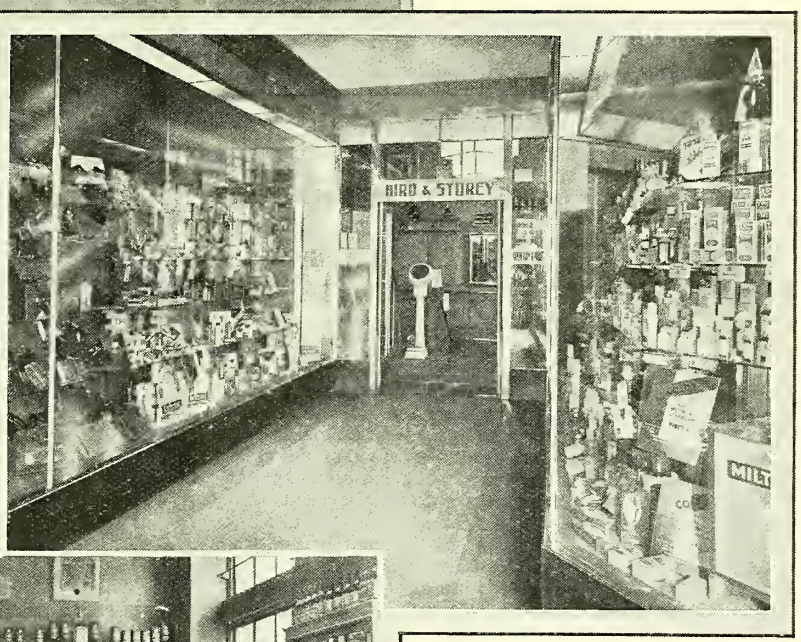
Branch Meetings

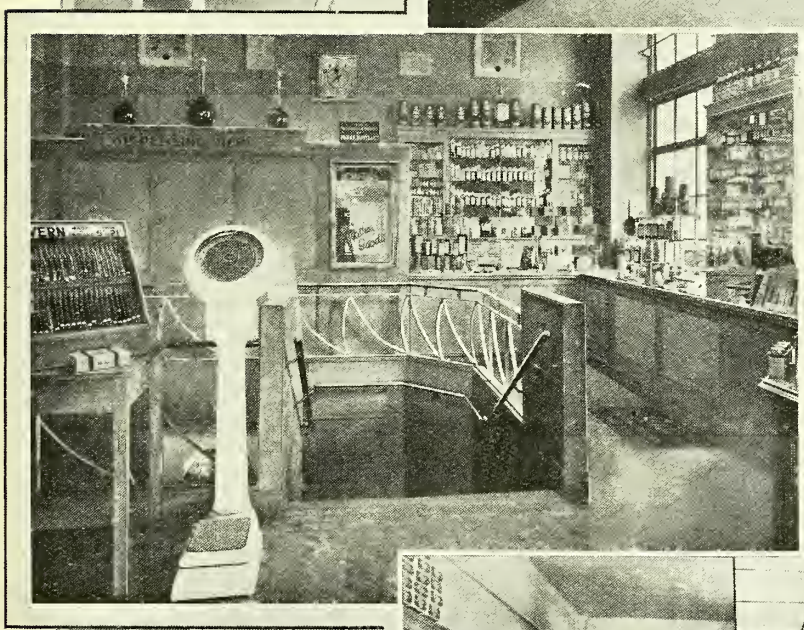
Manchester.—A special district meeting was held at Manchester on February 8, to discuss national advertising for pharmacists. An address was delivered by Mr. G. A. Mallinson (secretary of the N.P.U.). Mr. J. Lyle Davison (chairman of the Manchester and Salford Branch) presided at the outset, but later transferred the chairmanship to Mr. W. I. Scholes (a member of the N.P.U Executive). Members were present from Oldham, Bolton, Leigh and other centres. Mr. Mallinson outlined the proposed National Pharmaceutical Publicity Association. The following members asked questions:—Messrs. Lever, Conway, Thorpe, Nidd, Anderson, Brindle, Casson, Steinman, Simmons, Haworth, Blackburn and Newby. The following resolution was proposed by Mr. J. W. Wood:—"That this meeting undertakes to support the scheme for pharmaceutical publicity." Mr. E. H. Simmons proposed a vote of thanks to Mr. Mallinson, to which Mr. Mallinson briefly replied.

Sheffield.—A meeting of the Sheffield Branch was held on February 10, Mr. C. W. Hobson (a member of the Executive Committee of the Union) in the chair. Mr. Hobson delivered an address on *National Advertising*. He pointed out the change that had taken place during the past thirty years. At one time the public thought that any medicine must be obtained from a chemist owing to his specialised skill. Nowadays the public did not always come to the chemist. Mr. Hobson emphasised the necessity for collective advertising. This must not be done with the idea of immediate increase in business but for the future. It would probably take three years for any real advantage to be apparent. A discussion took place, after which it was unanimously decided to support the advertising scheme as proposed by the National Executive Committee and that the charge should be £5 per shop per annum for three years irrespective of the number of shops owned by any private individual or company. After a discussion on bonus schemes, it was decided that the members should discourage this system as much as possible, but cannot pledge themselves not to hold stocks of articles carrying a bonus. Several members complained of the methods of the Photographic Dealers' Association against the chemist. The chairman assured the meeting that the Executive Committee had the matter under full consideration.

BREAKFAST IN THE BATH.—"Take some citrate of magnesia before breakfast in warm water," says a journal's medical expert. That, of course, is better than breakfasting in cold water at this time of year.—"The Grocer."





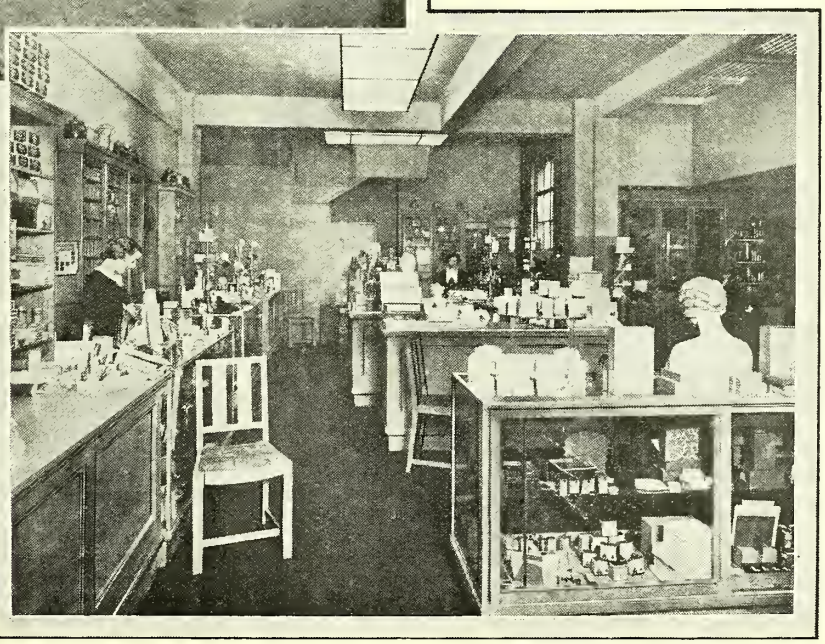


THE NEW PHARMACY OF BIRD & STOREY, LTD., 1 MARBLE ARCH, LONDON, W.1

Above : The Arcade Entrance

Left : A View in the Pharmacy

Below : In the Downstairs Showroom



Festivities

Birmingham Dance

A DANCE arranged by the Birmingham Pharmaceutical Association was held on February 8, when a very enjoyable evening was spent. Among those present were the president of the Association (Mr. C. V. Thompson) and Mrs. Thompson, Mr. J. W. Atkinson (a member of the Society's Council) and Mrs. Atkinson, Mr. H. H. Marshall (a member of the N.P.U. Executive) and Mrs. Marshall. Mr. F. W. Yeomans acted as M.C. Spot prize and competition dances were arranged; prizes were won by Miss Fox and Mr. Butler, and Mrs. C. H. White and Miss Kingston. There was a record attendance.

Successful North Staffordshire Dance

THE North Staffordshire Branch of the Pharmaceutical Society held their fourth annual dance on February 2 in aid of the Society's Benevolent Fund. As a result it is anticipated that the Fund will benefit to the extent of between £80 and £90. In view of the fact that previous dances have only realised about 25 per cent. of this surplus, the Branch is to be congratulated. The spacious ballroom at the King's Hall, Stoke-on-Trent, was taxed to capacity, 900 dancers being present. The organisation of the dance was carried out by Mr. W. F. Redfern, assisted by an active committee of brother pharmacists.

Salford Dinner

THE annual dinner of the Salford Pharmaceutical Association was held at the Griffin Hotel, Lower Broughton, on February 18. Mr. J. Lyle Davison (president) was in the chair, and the guests included Mr. G. A. Mallinson (secretary of the N.P.U.), two past-presidents and the secretary of the Manchester Pharmaceutical Association, Messrs. Stabler, Cleworth and Miller respectively. The speeches were brief and were greatly appreciated. Mr. Stabler proposed the toast of "The Pharmaceutical Society and the N.P.U.," to which Mr. Simmons and Mr. Mallinson replied. Mr. Stout proposed "The Visitors," and Mr. Miller replied. Mr. Cleworth praised Mr. J. Lyle Davison for the way in which he had presided over the function.

Hastings Dinner and Dance

THE annual dinner and dance of the Hastings and St. Leonard's Branch of the Pharmaceutical Society was held on February 8, Mr. G. S. Perrett (chairman) presiding. The guests numbered about 100, and included Mr. John Keall (vice-president of the Society) and Mrs. Keall, Colonel Sir George Courthope (M.P. for the Rye Division), the Mayor and Mayoress of Hastings, Mr. H. C. Browne (president of the Eastbourne Pharmacists' Association) and Mrs. Browne, Dr. and Mrs. B. Chamberlain, Dr. and Mrs. Nesbitt Wood and Mr. D. Marchant. Proposing the toast of "The Pharmaceutical Society," the chairman extended a hearty welcome to Mr. and Mrs. Keall. Mr. Keall, in reply, said the educational position and work of the Society had been more than maintained during the year. Mr. E. W. Skyrme, proposing "Our Guests," extended a warm welcome to the members of other branches. Sir George Courthope and the Mayor replied. After the speeches dancing continued till about 1 a.m. The M.C. was Mr. H. M. Thompson.

Staff Function

THE annual dinner and concert of the Lombard Social Club (Whiffen & Sons, Ltd.) was held on February 10. In the absence of the president (Mr. W. George Whiffen) the chair was taken by Mr. G. Goodman Whiffen (treasurer of the Club), who was supported by the other directors of Whiffen & Sons, Ltd., Mr. Stanley W. Whiffen and Mr. Noel H. Whiffen. The guests of the evening included Commander A. G. Denniston, C.B.E., Major Edwards and Mr. Sleight (1st Surrey Rifles), Mr. Ashill (H.M. Customs), Mr. Bennett (Battersea Borough Council), Mr. E. H. Field, Mr. J. Foot, Mr. R. Martin and Mr. Statham. After the loyal toast Mr. W. Batchelor proposed "The Club and its President." He referred with regret to the absence of Mr. W. George Whiffen, and said that the members of the Club sent their best wishes for his good health and their hope that he would be present in the chair on the occasion of the next dinner. Mr. G. Goodman Whiffen, replying from the chair, further alluded to the absence of the president, who, he said, had sent his best wishes for a happy evening. Mr. Goodman Whiffen said that the amalgamation of the Battersea factory with the new factory at Fulham necessitated a change of venue, but the company were arranging for another club room to be erected on the new works at Fulham. Mr. Noel H. Whiffen, on behalf of the Club, welcomed the guests and thanked them for their company. He proposed the toast of their health, coupled with the name of Commander A. G. Denniston, who replied. The concert, arranged by Mr. A. E. Bagwell, the indefatigable secretary of the Club, concluded a very successful evening.

Southport Ladies' Evening

THE annual ladies' evening of the Southport Pharmacists' Association and Branch of the Pharmaceutical Society was held on February 7. The event was one of the most enjoyable of a long series. Supper was presided over by Mr. H. Orr (president), and the guests included the Mayor and Mayoress, Dr. Fitzgerald (deputy medical officer of health), Mr. T. Hardy (a member of the Society's Council), Mrs. Orr, Mr. T. R. Newton (secretary) and Mrs. Newton, Mr. L. G. Meachim (treasurer) and Mrs. Meachim, Mr. and Mrs. Harold Barton, Mr. and Mrs. J. W. Gee, Mr. and Mrs. T. Pickering, Mrs. Naylor, Mr. and Mrs. J. Denham, Mr. C. L. Lever, Mr. and Mrs. Riley, Mr. J. E. Bradley, Mr. and Mrs. W. H. Tidy, Miss Hare and Mr. Hare, Mr. F. Orr and Mr. Allen Jones (Crosby). The president proposed the toast of "The Mayor and the County Borough of Southport." He referred with deep regret to the passing of Dr. Maglione. He extended a very hearty welcome to the Mayor and Mayoress and to Dr. Fitzgerald and Mr. Thomas Hardy. The Mayor, in responding, thanked the president for what he had said and the Association for its hospitality. He had never in all his experience, he said, seen a chemist having a sale. Everybody else in business had a sale, and he wondered what chemists did with old stock. He understood they had a Benevolent Fund in their Society and that the contribution of the Southport Branch placed them about the third in the list. He thought that was very creditable. Mr. Harold Barton proposed the toast of "The Pharmaceutical Society" and said the future of pharmacy was brighter because of the activity of the Society. Mr. Hardy said it was always a great honour and privilege to respond to this toast, but the pleasure was greater that night because it had been proposed by an old friend and college chum. Mr. Hardy then gave particulars of some of the activities of the Society. He thanked them for the toast, and would convey their good wishes to his colleagues. They were grateful to Southport for its contribution to the Benevolent Fund.

Bradford Dinner

THE annual dinner of the Bradford and District Branch of the Pharmaceutical Society and the Bradford Branch of the National Pharmaceutical Union took place on February 8. Mr. J. W. Thorpe presided, and the guests included the president of the Society (Mr. F. Gladstone Hines), the Lord Mayor of Bradford, Mr. Paul Dobson (chairman of the Leeds Branch) and Mr. H. V. Stocks (chairman of the Halifax Branch). Proposing "The Pharmaceutical Society," Mr. F. E. Burdett said pharmacy was very much in the melting pot. He believed they had on the Council men who could take the long view and in whose hands the rank and file could safely leave their pharmaceutical destinies. What body of busi-

ness men, he wondered, had to submit to the requirements of such a host of regulations as had the chemist? Mr. Burdett's idea of a means of imposing a definite limit of entry to pharmacy was to reintroduce a general premium apprenticeship system. The president, replying to the toast, agreed that there was ample room for changes in pharmacy conditions. Mr. Hines said he could not go all the way with Mr. Burdett's suggestion as to limitation of entrants. Mr. S. J. Kirby, proposing "The City and Trade of Bradford," referred to the Leeds apprenticeship scheme and said the Bradford Branch was drafting a local scheme on similar lines. The Lord Mayor, in reply, wished pharmacists, and especially the students at pharmacy schools, every success during the coming year. Mr. J. W. Thorpe, proposing a toast to "Kindred Branches," made further reference to the question of apprenticeship. He believed there was every likelihood of Bradford adopting the Leeds scheme subject to certain modifications. Mr. Paul Dobson, in responding, said the need for some special attention to the apprenticeship problem was strongly evidenced by the fact that in 1932, 1,410 apprentices were registered. The Leeds apprenticeship scheme was working well in that city. Mr. A. T. Bailes proposed a toast to "The Ladies and Visitors," to which Mr. Geoffrey Hirst replied.

School of Pharmacy Dinner

THE annual dinner of the Students' Association of the School of Pharmacy was held at the Trocadero Restaurant, Piccadilly, London, W.1, on February 9. The chair was occupied by Mr. Alan Francis (president of the Association), and the company included Miss Fleming, Mr. F. Gladstone Hines (president of the Pharmaceutical Society), Dr. G. Roche Lynch, O.B.E. (senior official analyst to the Home Office), Mrs. G. R. Boyes, Mr. Hugh Francis, Dr. C. H. Hampshire, Mr. R. R. Bennett, Mr. and Mrs. W. B. Nelson, Mr. H. Martin, Mr. V. Hewlett, Mr. and Mrs. W. R. Pratt, Mr. and Mrs. C. E. Corfield, Mr. and Mrs. A. R. Melhuish, Mr. J. Stuart Hills, and Professor Greenish (all at the top table). The spur tables were in charge of Mr. H. Noble, Mr. T. E. Wallis, Dr. W. H. Linnell, Mr. W. Rigby (Jacob Bell scholar) and Mr. D. J. Steel. An excellent dinner was served. After the loyal toast, Mr. W. Rigby proposed "The Pharmaceutical Society of Great Britain." Mr. Rigby, as Jacob Bell scholar, delivered his speech with commendable clarity. It was his pleasant duty, he said, to propose the toast. An important part of the Society's functions was to encourage training. By the enterprise of the Council in introducing a post-graduate course in biochemical analysis a long-felt want had been filled. "The Square," he thought, had maintained its position over all other similar institutions. At the School of Pharmacy they were taught all that a pharmacist should know. He had great pleasure in coupling with the toast the name of Mr. F. Gladstone Hines. The president, in reply, congratulated Mr. Rigby on his speech. Mr. Hines said he deplored the man who viewed the Society as an annexe to the cash register. They would undoubtedly see a wide economic change in the future, and the younger generation must realise that in this change would lie their great opportunity. The success of their pharmaceutical career depended on their making the right mental effort. "The School of Pharmacy" was proposed by Dr. G. Roche Lynch, who said that Professor Greenish had joined the teaching staff of the school in 1890. He thought that was an almost unique record. In spite of his teaching work Professor Greenish had devoted considerable time to work on the B.P. and B.P.C. Dr. Roche Lynch concluded by giving interesting historical references to the various pharmacopœias. Professor Greenish, who was greeted with acclamation, replied to the toast. The Society, he said, was training students for any duties which they might have to undertake. "The President" was proposed by Mr. J. Stuart Hills, who said the Association was indeed fortunate in having Mr. Alan Francis as president. Mr. Francis and he had been friends for a very long time. The president, in reply, urged them to get together for the sake of the old school. He thanked them for electing him president.

Successful Croydon Function

THE annual dinner of the Croydon and District Pharmacists' Association and Croydon Branch of the Pharmaceutical Society was held on February 8, Mr. H. E. Chapman presiding. The chief guests were Mr. E. T. Neathercoat, C.B.E. (past-president of the Pharmaceutical Society), Mr. W. L. Edwards (president of the P.A.T.A.) and Mrs. Edwards, Mr. C. W. Firth (chairman of the Reigate and District Branch), Mr. A. Mortimer (vice-president of the West Ham and Eastern District Association of Pharmacists), Mr. W. O. McBryde (president of the Croydon Chamber of Commerce), Mr. and Mrs. Alfred Higgs (Kingston) and Mr. W. A. Chadwick (a member of the Council of the Medico-Legal Society). The toast of "The Pharmaceutical Society" was proposed by Mr. G. F. Paterson (vice-chairman of the Croydon Branch), who referred to the Society's long record of educational service and the efficient manner in which it had carried out its statutory duties. Of the many distinguished men who had filled the office of president none had exceeded in achievement, energy and enterprise their guest Mr. Neathercoat, whose four years of fruitful office as president had been followed by his participation in the work of the Departmental Committee. Mr. Neathercoat, responding, complimented Mr. Chapman with whom, he said, he had been associated in other spheres of pharmaceutical activity, on his occupancy of the chair. He recalled his own presence at the birth in 1909 of the Croydon Pharmacists' Association. The associations and branches throughout Britain brought pharmacists into touch with the public life in their districts and caused something to be known of the part which had been played by the Pharmaceutical Society during the past eighty years. The Society, said Mr. Neathercoat, had carried out its statutory duties remarkably well. He did not believe that they could be carried out in so effective a manner by any other body, and he was certain they could not be carried out more economically. It was unfortunate that whatever the Society had been able to do for the good of the pharmacists of the country, that benefit had been spread over all those who practised pharmacy, but the cost was borne by the voluntary members. Far too long had pharmacists outside the Society enjoyed the benefits of its energy, direction and supervision and yet refused to bear their share of the burden. They would remember that the Pharmacy and Poisons Bill provided for compulsory membership of the Society. His own attitude to the Bill did not vary. He believed that the Bill, when it became law, would bring increased status to the pharmacist and would consolidate and strengthen the position of the Society in the eyes of the public. Mr. Arthur Mortimer, proposing "The Croydon Branch and Association," said he knew, from personal experience, that it was one of the "livest" and most active local organisations in the country. Coupling with the toast the name of the chairman, Mr. Mortimer said that as secretary of the P.A.T.A., and in other directions, Mr. Chapman was doing good work for pharmacy, and had recently added to his qualifications that of barrister-at-law. Mr. Chapman, replying, said that the Croydon Branch and Association prided itself on being self-supporting and independent of metropolitan influence. Within its membership every section of pharmacy was represented. Although he himself was now engaged in the sphere of administrative work he had maintained a practical interest in all aspects of pharmacy and it was perhaps because of this that the Branch had honoured him by electing him their chairman. Mr. D. J. Williams (president of the Croydon Pharmacists' Association) proposed "The Proprietary Articles Trade Association," whose successful efforts to make the sale of proprietaries a remunerative business for chemists was of the greatest value. He wished Mr. Edwards a successful term of office. Mr. W. L. Edwards (president of the Proprietary Articles Trade Association) responded. He said that although the P.A.T.A. did not figure frequently on the toast lists at pharmaceutical dinners he was sure that there was no lack of appreciation of its work among pharmacists generally. Miss Lena Copping entertained at the piano during dinner. Dancing followed, the M.C. being Mr. C. F. Paterson (vice-chairman of the Branch).

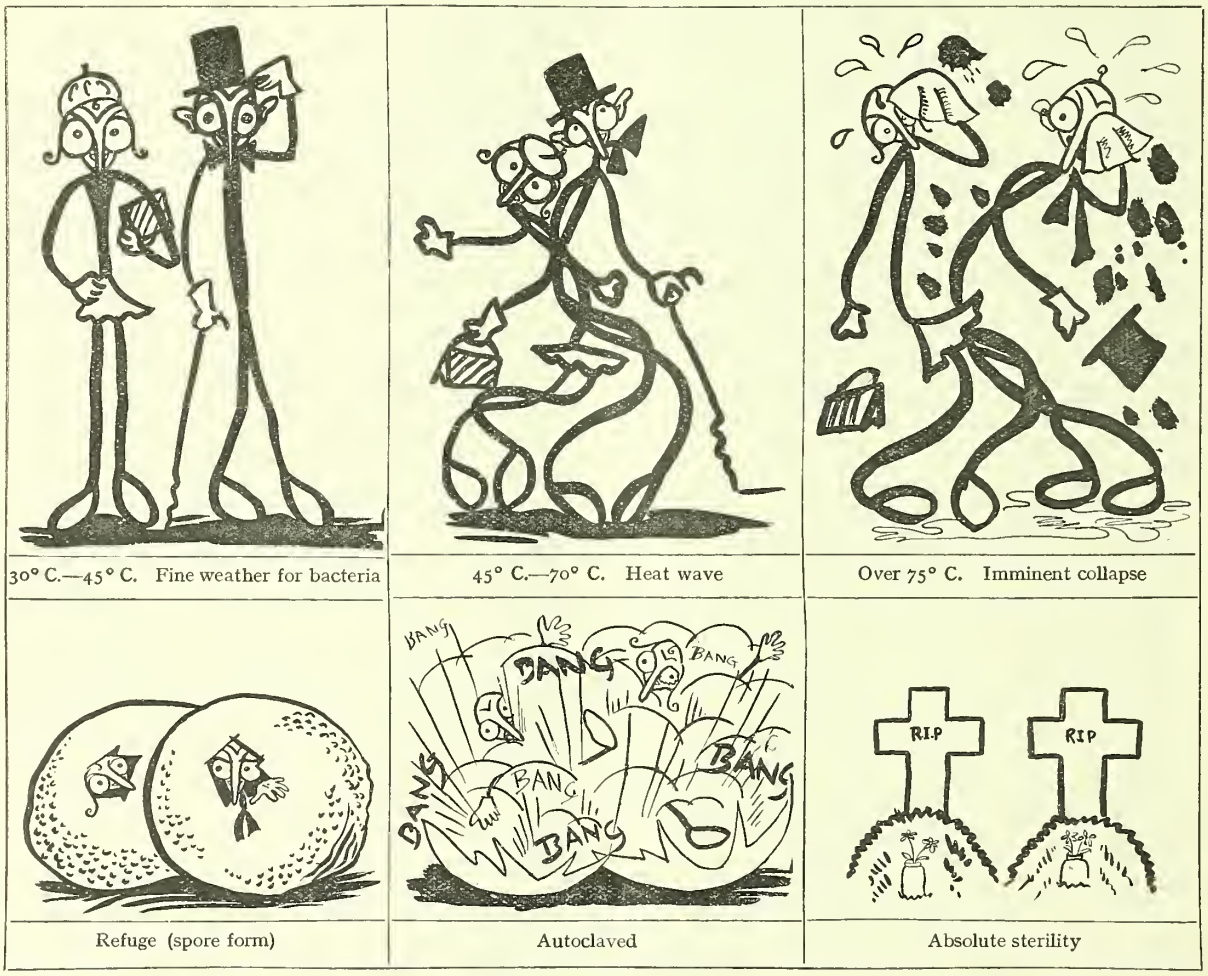
Prescription Problem

THE prescription problem set in our issue of January 28 (p. 89) brought us a rather larger number of postcards than usual, including some from overseas. The correct transcription is as follows:—

Sod[.] Bicarb[.] grs[.]xx
Mag[.] Carb[.] Pond. grs[.]xx
Tinct[.] Card[.] Co[.] ♏ xv
Tinct[.] Cinch. ♏ x
Aq[.] Menth[.] Pip. ad ℥ss M
Ft[.] Mist[.] Mitte ℥xij [.]
[Capiat] ℥ss t[.] i[.] d[.] p[.] c[.] ex aq[.]

We have disregarded the misplaced ". " between the second and third lines and the other one after "Mitte." This prescription is of importance as an example of a type containing a misleading word or words. Fortunately such prescriptions are rare at the dispensing counter; but it is as well to be aware that they may turn up. The occurrence of such a holograph in the examination room would call for the exercise of tact on the part of the candidate—and, it may be added, on that of the examiner. On receiving the original prescription we realised that most people would read the fourth ingredient as "Tinct. Zingib.," and wrote to the pharmacist who had supplied it for confirmation of his solution. On learning from him that the prescription had been referred to the prescriber with the result indicated, we pursued the matter a little further by having an enlarged photograph of it made; and from this we were able to construct with considerable probability the "life-history" of the difficult word. The initial capital has been roughly remodelled; the original fourth letter has been deleted by a circular movement of the pen; and an abortive attempt to obliterate the dot over the word has been made.

No one has solved the problem set, but a few of the variants from what may be termed the standard attempt may be recorded. The first ingredient was taken for potassium bicarbonate by two competitors; the second for heavy calcined magnesia by one and for "Pulv Bismuth" by another; the third for compound tincture of cinchona by one; the fourth for tincture of buchu by seven and for tincture of belladonna by one; the fifth for orange-flower water by one and for triple orange-flower water by another. Variation also occurred in the single dose quantity, three cards giving it as ℥j., two as ℥iss., and two as ℥ij. Several thought that a small "t" was intended as the initial letter of "Tinct" in two lines; a few words or abbreviations were misspelt—e.g., "zinzib." for "zingib."; and the majority of the contributors omitted the "M." We have to thank a competitor who took the trouble to make, in red ink, forty-five emendations of the prescriber's abbreviations; and we must also thank the dispensers, in the city from which the prescription came, who must have seen the original document or one very similar but played the game and refrained from displaying their superior knowledge.



30° C.—45° C. Fine weather for bacteria

45° C.—70° C. Heat wave

Over 75° C. Imminent collapse

Refuge (spore form)

Autoclaved

Absolute sterility

STERILISATION—AN IMPRESSION BY A STUDENT IN THE DEPARTMENT OF PHARMACY OF LEICESTER COLLEGE OF TECHNOLOGY

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, February 16

BUSINESS in most markets has been routine in character and none too satisfactory in some directions. The general tone is steady with values of most of the natural commodities at a low level. The further slight appreciation in sterling is reflected in spot values of a number of imported products which are slightly cheaper. In the pharmaceutical chemicals market business has progressed on fair lines and there are very few changes to record. The demand for home consumption seems to be quite good. In the crude drugs market, which is still the unsatisfactory feature of the trade, business is moving on very restricted lines and values generally remain at low levels. Agar-agar is cheaper and still slack. Balsam of tolu is scarce and dearer on spot. Japanese camphor remains more or less lifeless. Gum acacia is easier on spot and for shipment, and there is but little business moving. Ipecacuanha is neglected but spot holders are not inclined to weaken for Matto Grosso. Japanese menthol is disturbed and at the moment is much weaker for shipment, but anything may happen here; the spot market is steady. Senega tends to weaken with a cheaper shipment market. Tinnevelly senna leaves have been of interest and prices are well maintained. In the essential oils group business seems to have been moderate and mostly done at keen prices. The control of Brazilian bois de rose is reported to have broken down and this is supported by cheaper shipment prices. American cedarwood is cheaper. Java citronella for shipment is easier and the market is dull. Bourbon geranium for shipment is firm, but there is very little inquiry. Patchouli is slightly cheaper on spot. Japanese peppermint is being maintained on spot, but owing to pressure to sell (with menthol) the shipment market is depressed and quoted cheaper. The political situation may affect this market. The Sicilian products, lemon and orange, are about unchanged for new crop for shipment; but the latter is being neglected in favour of the French colonial article. In fixed oils business has been rather less than average and prices quoted remain at a low level. American turpentine and linseed (raw, naked) are steady but quiet.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	February 16	Value of the £
Amsterdam ...	Fl. to £	12·107	8·55	14/1½
Berlin	Mks. to £	20·43	14·44	14/1½
Brussels	Belga to £	35	24·61½	14/1
Copenhagen ...	Kr. to £	18·159	22·45	24/8¾
Lisbon	Esc. to £	110	110	20/–
Madrid	Ptas. to £	25·22½	41 25/32	33/1½
Milan	Lire to £	92·46	67⅛	14/6¼
Montreal	Dol. to £	4·86⅔	4·08½	16/9¼
New York ...	Dol. to £	4·86⅔	3·43¼	14/1
Oslo	Kr. to £	18·159	19·55	21/6½
Paris	Fr. to £	124·21	87 11/16	14/1½
Prague	Kr. to £	164·25	116	14/1¾
Stockholm... ...	Kr. to £	18·159	18·85	20/9
Warsaw	Zloty to £	43·38	30½	14/3
Zurich	Fr. to £	25·2215	17¾	14/1

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THE general tone in this market is quite steady and there are only a few slight alterations in values to record; these are mostly due to appreciation in sterling rates of exchange. Business, particularly for seasonal products, is up to recent average.

ACETANILID is unchanged with some occasional small business passing: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Business has been a little better, with the market steady: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7 lb. tins.

AMIDOPYRIN.—Spot values quoted by dealers are steady and business is moving on a fair scale: crystals, five cwt., 18s.; two cwt., 18s. 3d.; less than two cwt., up to 19s. 6d. per lb., with powder 2¼d. per lb. extra.

AMMONIUM BENZOATE.—Market has been rather slow: spot is quoted from 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Quoted prices are maintained on a rather dull market: one cwt., 1s. 6½d. in 14 lb. tins; 1s. 8d. in 1 lb. tins; 1s. 10d. in 8 oz. tins; and 2s. per lb. in 4 oz. tins.

ASPIRIN.—Business is well maintained on a good scale, with makers' and dealers' prices steady: home trade: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—There is a fair spot business moving with dealers' prices steady: spot, one cwt., 11s.; 56 lb., 11s. 4d.; 14 lb., 11s. 9d.; small parcels, up to 12s. 4d. per lb.

BENZOIC ACID (B.P.).—Some moderate inquiry with the market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices for these salts are unchanged.

BROMIDES.—Makers' and dealers' prices are maintained; market is steady and inquiry is satisfactory; ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium B.P. crystals and granular: not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium B.P.: not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb. net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—The market is quoted unchanged and rather quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1 lb. bottles.

CAFFEINE.—Business is restricted in volume with offers at keen prices: pure alkaloid, 5s. 6d. to 6s. per lb.; citrate, 4s. 3d. to 4s. 10d. per lb., as to quantity.

CALCIUM LACTATE.—The better tone in this market is maintained and there is a fair inquiry: spot, one cwt., 1s. 1¼d.; 56 lb., 1s. 2d.; 28 lb., 1s. 3d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices continue at former rates: duty paid crystals, in 14 lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28 lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers' quoted price for home trade is maintained at 9¾d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering spot lots at very keen prices.

CREAM OF TARTAR.—This market is steady with home makers quoting 99 to 100 per cent. material at 85s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about the same price.

CREOSOTE (B.P.).—Dealers are offering quantities in 25 kilo demijohns at 1s. 11d. per lb.; smaller lots, from 2s. to 2s. 3d. per lb.

CREOSOTE CARBONATE.—There is not much business moving: spot is quoted from about 8s. 6d. per lb.

GUAIACOL CARBONATE.—Market tends to harden on spot in sympathy with higher replacement costs: spot, 9s. to 9s. 9d. per lb., as to quantity.

HEXAMINE.—Inquiry continues on a good scale with keen prices quoted for bulk business: free running crystals, spot, ten cwt., 2s. 2¼d.; two cwt., 2s. 3d.; one cwt., 2s. 4½d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—The controlled prices are maintained and there is not much evidence of cheaper spot offers: ten cwt., 5s. 7½d.; five cwt., 5s. 8¼d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; 28 lb., 6s. 0½d.; 14 lb., 6s. 2½d.; 7 lb., 6s. 4½d. per lb., carriage paid. Some further alteration in the scale of prices would not be unexpected.

LACTIC ACID (B.P.).—Business is restricted with the market competitive: quantities in carboys, 1s. 5d. to 1s. 6d.; in winchesters, 1s. 7½d. to 1s. 9d. per lb., as to quantities.

METHYL SALICYLATE (B.P.).—This market is well maintained and business is satisfactory: one ton and over 1s. 4½d.; ten

cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices are slightly cheaper for spot supplies; business is moderate: two cwt., 19s. 8d.; one cwt., 20s. 2d.; 56 lb., 20s. 9d.; small parcels, 22s. per lb.

METOL.—Inquiry is moderately good with the market steady: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in tins; bottles extra. Wholesale distributors' prices for smaller quantities at higher prices.

MILK SUGAR.—Dealers' prices for Continental material are rather dearer: one ton, 53s. 6d.; ten cwt., 54s. 6d.; two cwt., 56s. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE.—Inquiry has been limited but the market is about steady as quoted: 100 per cent. powder, quantities in kegs, 1s. 2½d. to 1s. 3d.; smaller parcels up to 1s. 6d. per lb.

PARALDEHYDE.—Competition is noted for a rather small volume of business: quantities in demijohns, 1s. to 1s. 1d.; winchesters, 1s. 3d. to 1s. 4d. per lb.; higher prices for small quantities.

PHENACETIN.—The market is gradually tightening up to the controlled prices: crystals, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; one cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb.

PHENAZONE.—Dealers' spot prices are a shade easier on the better exchange rates; second-hand cheaper offers are mostly cleared: crystals, ten cwt. 9s. 10d.; five cwt., 10s. 1d.; two cwt., 10s. 3d.; and less, up to 11s. per lb.; with powder 2¼d. per lb. extra.

PHENOLPHTHALEIN.—Home makers' agreed prices are keeping steady; business rather quiet: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—Business is not of much account with an occasional cheaper offer on the market: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2 lb. bottles, carriage paid; small lots in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—Dealers are doing a fair amount of smallish business: quantities in two-cwt. drums, 8¼d. to 9d.; druggists' parcels, 9¼d. to 10d. per lb., as to quantities.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' prices are rather cheaper on spot with the better sterling exchange rates: from 6s. 2d. to 6s. 6d. per lb., as to quantity.

PYROGALLIC ACID.—The fixed prices are keeping steady; inquiry is limited: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb. in 7-lb. tins.

QUININE SULPHATE.—The Convention price is still maintained at 2s. 5d. per oz., carriage paid on bulk quantities.

SALICYLIC ACID (B.P.).—This market is very steady at home makers' prices; business is fair: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; higher prices for smaller quantities.

SALOL.—The market remains dull with quoted prices rather easy: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder 2d. per lb. extra.

SANTONIN.—The agreed prices are unchanged and there is practically no second-hand material available. Quoted from 125 dollars per kilog for not less than 50 kilog, up to 162 dollars for not less than one kilog. Smaller quantities at higher prices.

SODIUM BENZOATE (B.P.).—A moderate inquiry is being received with bulk quantities quoted from 1s. 8½d. per lb.; smaller parcels, up to 1s. 11d. per lb.

SODIUM SALICYLATE (B.P.).—A very good inquiry continues to be received and the market is steady as quoted by makers' and dealers': home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Dealers' spot prices are slightly cheaper with the improved sterling exchange rates; business has been fair in small lots: crystals, two cwt., 15s. 9d.; one cwt., 16s. 3d.; 56 lb., 16s. 6d.; smaller parcels, up to 17s. 6d. per lb., with powder, 2¼d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Home makers' quoted price is steady at 10¾d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at about the same figure.

Crude Drugs, etc.

AGAR AGAR.—The market is dull and slightly easier on spot and for shipment: spot, Kobe No. 1, 2s. 4d.; No. 2, 2s. 2d.; Yokohama No. 1, 2s. 2d. per lb.; shipment, Kobe No. 1, 1s. 7d.; No. 2, 1s. 5¼d.; Yokohama No. 1, 1s. 4¾d. per lb., c.i.f.

ANTIMONY.—The shipment market is quoted slightly easier this week: Chinese crude, spot, nominal; shipment, £17 10s., c.i.f.; Chinese oxide, spot, £28; shipment, £21 10s.

BALSAM.—*Tolu* of good standard quality is unobtainable on spot and is nominal at 3s. 8d. per lb. Some drossy stuff may be available. Further supplies due here about the end of the month.

BELLADONNA.—Leaves are offering on spot at 65s. to 70s. per cwt. Good test root is scarce with prices about 67s. 6d. to 70s. per cwt. Some spot goods of low test may still be available at cheap prices. Supplies are expected to arrive shortly.

BISMUTH.—The price of the metal has been reduced to 4s. 6d. per lb., or 75 cents per lb., buyers' option.

BUCHU.—Reports from origin state that Crown lands are not being picked again this year; shipment offers of new crop leaves, fair green rounds, about 9d. per lb., c.i.f.; spot, green rounds, 1s. 1d. to 1s. 3d.; yellowish, 10½d. to 1s.; ovals, 8½d. to 9d. per lb. for yellow to fair green.

CAMPHOR.—Quoted prices are about unchanged but the market is flat: spot, slabs, 2s. 3d.; flowers, 2s. 3d.; tablets, 2s. 9d. per lb.; shipment, slabs, 1s. 9¼d.; flowers, 1s. 9¾d.; tablets, 2s. 2d. per lb. c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—This market is fully steady and supplies on spot and at origin are reported to be limited: spot, 1932 peel, 63s. to 65s. per cwt.; 1931 peel, 70s. per cwt.; shipment is steady at 53s. 6d. per cwt. c.i.f.

CHAMOMILES.—Dealers are receiving a steady inquiry with sales made at fully former rates.

CLOVES.—After some months of depression this market shows some signs of recovery and closes steady with shipment dearer: Zanzibar, spot, 6¼d. per lb.; shipment, February-March, 5⅝d. per lb. c.i.f.

The landings of Zanzibar in London during the week ended February 4 were 84 and the deliveries 173, leaving a stock of 1,109. From January 1 to date landings of Zanzibar have been 263 and the deliveries 328. Landings of Madagascar for the week ended February 4 were *nil* and the deliveries one, leaving a stock of 1,128. Landings of Madagascar this year to date have been *nil* and the deliveries 28.

COCOA BUTTER.—Values are quoted slightly cheaper with prime English from 9d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—The market is quoted cheaper and business is quiet: spot, fine, 26s.; medium, 24s. per cwt.; shipment, halves, February-March, 22s. 3d. per cwt. c.i.f.

COD-LIVER OIL.—The shipment market for finest Lofoten steam-refined non-freezing medicinal oil is at about 87s. 6d. per barrel, c.i.f. The demand on spot has been fair with prices about 105s. per barrel, ex wharf, duty paid. It is reported from Bergen that stormy weather is interfering with the fishing.

COLCHICUM.—Dealers are offering root on spot at 55s. per cwt.; seeds are available at about 3s. per lb.

ERGOT.—This market has been slow for some few weeks: Russian is offering at about 1s. per lb., ex wharf, for fair quantities.

GELATIN.—A fair business in smallish quantities is being done: market steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb. in cwt. lots.

GENTIAN.—Supplies on spot continue very scarce and prices are firm at 55s. to 60s. per cwt.

GINGER.—Values are quoted slightly cheaper, and business is unimportant. Spot, 19s. per cwt.; for arrival, 16s. 6d. per cwt. c.i.f. Jamaican is dull with spot values from 65s. to 100s. per cwt., as to quality.

GUM ACACIA.—The market has been dull all the week, and values are fully one shilling cheaper on spot and for shipment: spot, Kordofan cleaned sorts, 36s. 6d.; natural, 35s.; bleached, 72s. 6d. to 75s. per cwt., shipment; Kordofan cleaned sorts, 34s.; natural, 32s. 6d. per cwt. c.i.f.

HONEY.—The usual quiet market is reported at this time of the year, but the tone is fully steady with stocks available on spot unusually small. Jamaican, pale smooth, about

55s.; amber, 37s. 6d. to 42s. 6d., as to colour; manufacturing quality, 32s. to 33s. per cwt.

HYDRASTIS.—Just a little business is being done on spot with prices steady in the region of 4s. 6d. per lb.

IPECACUANHA.—There is still but small interest in this article, but spot holders of Matto Grosso are keeping their price up close to 5s. per lb. Minas is quoted at about 4s. 6d. per lb.

MENTHOL.—A few of the lesser important Japanese shippers are depressing the market, resulting in the shipment offer for January-March moving down to 12s. 9d. per lb. c.i.f. At this figure the market at midday Wednesday seemed inclined to be steadier, but on Thursday morning the tone was again unsteady. Spot is holding up at about 16s. 6d. per lb. There is very little business on spot or forward.

MERCURY.—Italian-Spanish material is slightly cheaper for shipment at about 34 dollars 50 cents per bottle, f.o.b. Continental port. The spot price is about £10 per bottle, ex store.

OPIUM.—The market has been rather dull. Bulk quantities would be about 1s. 1d. and smaller lots at 1s. 2d. to 1s. 3d. per unit, landed and duty paid.

PARSLEY SEEDS.—Dealers are offering spot supplies at about 32s. 6d. per cwt.

PEPPER.—The market is much steadier with shipment quotations dearer, closing firm. Lampong, spot, 5¾d.; shipment, January-March, 4¼d.; March-May, 4⅝d. per lb. c.i.f. Tellicherry, spot, 6d.; shipments, January-March, 44s. per cwt. c.i.f. Aleppy, spot, 5¾d.; shipment, January-March, 42s. 6d. c.i.f. White Muntok, spot, 6d.; shipment, January-March, 5¼d.; March-May, 5¼d.; April-June, 5 5/16d. per lb. c.i.f.

PIMENTO.—Market is keeping fairly steady: business moderate. Spot, 2⅞d. per lb.; shipment, February-April, 22s. per cwt. c.i.f.

RUBBER.—There has been rather more business and values are a shade better on the week. Standard ribbed-smoked sheet, spot, 2 5/32d.; February, 2 5/32d.; March, 2 5/32d.; April-June, 2 7/32d.; July-September, 2 9/32d.; October-December, 2⅜d. per lb.

SAFFRON.—The usual amount of small-sized business is being done: spot, prime B.P., 61s. 3d.; extra B.P., 57s.; super B.P., 54s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Business continues on the recent modest lines, with prices about unchanged: spot, native mixed colours, 1s. to 1s. 1½d.; grey Jamaican, 1s. 8d. to 1s. 10d. per lb., as to quantity. Mexican is scarce on spot and steady at 7½d. per lb.

SEEDS.—ANISE.—Spot, Spanish, 52s. 6d.; Bulgarian, just arrived, 40s. asked. No Levant or Russian offering. CANARY.—Spot, Mazagan quoted at 12s.; Tangier offering at 11s. 3d.; Kenitra sold at 10s. 6d. LINSEED.—Mazagan sold at 15s. 6d.; Morocco changed hands at 14s. 3d. CORIANDER.—Quiet, 1929 crop offering 15s. 9d. to 16s.; no buyers. Wormy selling in small lots at 14s. 6d. CUMIN.—Malta, 38s.; Morocco, 33s. 6d., duty paid. FENUGREEK.—Tunisian, 15s.; Morocco sold at 12s. 9d. spot. CARAWAY.—Dutch, 33s. to 33s. 6d. quoted, duty paid. MUSTARD.—English, 20s. to 29s. 6d., according to quality.

SENEGA.—There may be a cheap seller on spot, but the prices generally mentioned are near 2s. per lb. Shipment remains at about 1s. 9d. per lb. c.i.f.

SENNA.—This market is keeping steady, and interest has been directed towards Tinnevelly leaves. Good bold are not offering. Ordinary No. 1, 5½d.; good to medium, No. 2, 4d. to 4½d.; good green No. 3, 3¾d.; common manufacturing, 2⅞d. to 3d. per lb. Alexandrian, finest selected hand-picked pods, 4s. 3d. to 5s.; fair No. 1, 2s. to 3s. 6d.; medium, 1s. 6d. to 2s.; manufacturing quality, 6d. to 7½d. per lb.

SHELLAC.—Market is about level on the week, but business is slow. Spot, standard TN orange, 52s. 6d.; fine orange, 62s. 6d. to 115s.; pure button, 67s. 6d. per cwt. For delivery, TN, March, 46s.; May, 47s. For arrival, TN, March-April, 44s. per cwt. c.i.f.

STRAMONIUM LEAVES.—Dealers are offering spot supplies at about 40s. to 50s. per cwt., as to quality.

WAX (VARIOUS).—Quoted prices for these products are all about steady, and a moderate business is being done. CARNAUBA, fatty grey and chalky grey is steadier at 85s.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. CANDELILLA steady at 75s. per cwt. SPERMACETI steady at 9¼d. per lb. spot. PARAFFIN is about steady at 22s. 6d. to 50s. per cwt. as to melting point. CERESIN is quoted from 35s. to 80s. per cwt. as to colour and melting point. BEES' has been meeting with a moderate demand; bleached, discs, £7 10s.; slabs, £7 2s. 6d.; yellow refined is very steady at £5 15s.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

BUSINESS is moving on a moderate scale. Although the general tone is fairly steady some products are slightly easier. Japanese peppermint is at the moment cheaper for shipment with nothing doing. Citronella, Java, is easier forward. Petitgrain is steady. Bourbon geranium is fully steady at origin but inquiry is small.

ALMOND.—British makers' prices for sweet oil continue steady at 2s. 7d. for one cwt. lots, and up to 2s. 9d. per lb. for small lots.

ANISE (STAR).—Market has been dull and as quoted values are none too steady: spot "Red Ship," in leads, 1s. 10d.; in tins, 1s. 7½d.; in drums, 1s. 7d. Shipment, in leads, 1s. 7d.; in tins, 1s. 6¼d.; in drums, 1s. 5¾d. per lb., c.i.f.

BERGAMOT.—The amount of business being done seems to be small. Spot is quoted at about 7s. 6d. to 7s. 9d., with shipment steady from 6s. 10½d. per lb. c.i.f. for bulk quantities.

BOIS DE ROSE.—It is unofficially reported that the control of Brazilian has broken down; this rumour is supported by cheaper shipment offers in the region of 3s. 6d. and upwards per lb. c.i.f. Spot has weakened and is now available at about 4s. 9d. per lb. Cayenne is nominal with practically nothing offering.

CAJUPUT.—Inquiry is slow; dealers quote spot at about 2s. 4d. to 2s. 6d. per lb., as to quantity.

CANANGA.—This market is not so strong and the demand is now slow; spot, about 9s. to 9s. 3d. per lb.

CARAWAY.—Dutch is quoted on spot from 9s. 6d. to 10s. 6d. per lb. Continental, twice-rectified, about 7s. 6d. per lb. for fair quantities.

CASSIA.—Inquiry remains poor with spot barely maintained at 3s. 8d. per lb.; shipment is quoted at about 2s. 10½d. per lb. c.i.f.

CEDARWOOD.—The American article is quoted cheaper with spot 1s. 9d. for quantities in drums; smaller lots from 1s. 10½d. per lb.; shipment, 1s. 7d. per lb. c.i.f. Colonial, spot, 1s. 8½d. in drums and 1s. 9¾d. per lb. in tins.

CINNAMON LEAF.—This market continues steady but business is not much: spot, 3s. 1d. to 3s. 2d. per lb. in tins; shipment, 2s. 3½d. per lb. c.i.f. in drums.

CITRONELLA.—Ceylon on spot is quoted at 2s. per lb. and less for bulk quantities; shipment is better at 1s. 9¼d. per lb. c.i.f. Java is easier with spot at about 2s. 10d. and shipment down to 2s. 3d. per lb. c.i.f.

CLOVE.—Madagascar is offering on spot at about 3s. 8d. and shipment is quoted at 3s. per lb. c.i.f. English meets with a steady inquiry and is quoted at about 4s. 3d. to 4s. 6d. per lb.

EUCALYPTUS.—Market has been dull and is quoted at former rates. Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. 0½d. to 1s. 1d. per lb., for fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—While inquiry is very quiet the shipment market for Bourbon is reported firm and offers are restricted. Spot, about 25s. for good oil, with cheaper offers. Algerian on spot is fully 24s. 6d. with shipment at about 23s. 3d. per lb. c.i.f.

GINGERGRASS.—The market is keeping up to the former figures of 7s. 6d. to 7s. 9d. per lb., as to quantity; business is small.

JUNIPER BERRY.—Bulk quantities would be rather cheaper than the quoted figures of 4s. to 4s. 2d. per lb.; market is slow.

LAVENDER.—There has not been much inquiry this week. Prices for best brands of new crop French are maintained as follows:—50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 38 to 40 per cent., 8s. 9d. to 9s.; 36 to 38 per cent., 8s. 3d. to 8s. 6d.; 30 to 32 per cent., 7s. 6d. to 7s. 9d. per lb., delivered, and slightly less for bulk quantities.

LEMON.—There has been a moderate inquiry for Sicilian hand-pressed, new crop, for shipment with prices from about 4s. to 4s. 8d. per lb. c.i.f. Spot is dull and quoted from 4s. 4d. to 5s. per lb. Californian, in large drums, 48 cents; in small drums, 49 cents per lb., spot.

LEMONGRASS.—Occasional business with the market steady: spot, 2s. 2½d. to 2s. 4d. per lb., as to quantity; shipment, about 2s. 1½d. per lb., c.i.f.

LIME.—Some few orders have been booked with the price for genuine West Indian distilled steady at 38s. 6d. per lb.; some offers for bulk quantities are reported at slightly less.

MANDARIN.—Dealers are offering spot at about 16s. per lb., with only some small business passing.

ORANGE.—This market is still dominated by the French Colonial product which is offered for shipment at 2s. 8½d. per lb., c.i.f., and less for bulk quantities; Sicilian sweet, new crop, is offering at 5s. 6d. to 5s. 9d. per lb., c.i.f., with spot at about 6s. per lb. Californian, 50 cents for single cases and 45 cents per lb. for two or more cases, spot.

PALMAROSA.—Business has remained slow with spot now at about 7s. 8d. to 7s. 10d. per lb., as to quantity.

PATCHOULI.—The market is rather easier and small lots would be not more than 8s. 3d. per lb., and quantities something less; shipment, about 7s. 10d. per lb., c.i.f.

PEPPERMINT.—The market dealing in the Japanese product is unsettled and easier for shipment. The political position should have strengthened prices, but there appear to be a number of cheap sellers for shipment which has caused the market to weaken; the chief shippers are not offering. At the same time there is very little interest shown by operators. The spot market is keeping quite steady at about 6s. per lb. Shipment on Wednesday mid-day was inclined to be a little steadier with January-March at 4s. 9d. per lb., c.i.f., but business was not being done. On Thursday morning the tone was not so good and shipment was quoted down to 4s. 6d. per lb. c.i.f., with the market flat. American natural oil is steady for shipment at 1 dollar 95 cents per lb. c.i.f.

PETITGRAIN.—It would be difficult to get much more than 5s. per lb. for spot, and slightly less would be taken for quantities.

ROSEMARY.—A little business is being done with spot at about 1s. 9d. per lb. for quantities; small parcels, about 1s. 10½d. per lb.

SANDALWOOD.—The official scale of prices for genuine East Indian is unchanged at from 24s. to 25s. per lb., as to number of cases.

SASSAFRAS.—Prices vary as to quality from 4s. to 4s. 6d. and up to 6s. per lb. Business has been moderate.

SPEARMINT.—The market has been dull and spot values range from about 7s. 5d. to 7s. 8d. per lb., as to quantity.

SPIKE.—A moderate inquiry is being received with the market holding at 3s. 3½d. to 3s. 5d. per lb., as to quantity.

WINTERGREEN.—Very little inquiry for this product, which is quoted on spot at 7s. to 7s. 6d. per lb.

WORMSEED.—The market is rather easy as quoted: spot, about 13s.; shipment, 11s. 4d. per lb., c.i.f.

Norwegian Cod-Liver Oil

THE production of Nowegian cod-liver oil during the past six years was as follows:—

	hectol		hectol
1932	94,844	1929	91,604
1931	58,950	1928	50,981
1930	78,338	1927	71,997

The production for 1932 has only been exceeded twice, in the years 1924 and 1926.

Exports for the past six years were as follows; the shipments for 1932 being the second largest on record:—

	barrels		barrels
1932	113,970	1929	115,310
1931	92,302	1928	68,917
1930	92,269	1927	79,211

No figures are available as to the carry-over but it is reported that stocks are below normal.

Alexandrian Senna

WE have received the following report from origin:—The arrivals up to the end of January were 45 per cent. of the total of the 1929-30 arrivals, 55 per cent. of the 1930-31, and 49 per cent. of the 1931-32. Unless the crop is an exceptionally late one this year, the indications are that the present crop will be a small one. A good portion of the January arrivals consisted of manufacturing pods, and prices varied considerably. Arrivals of crude senna in the Omdurman market up to January 31, 1933, are as follows:—

	1929/30 lbs	1930/31 lbs	1931/32 lbs	1932/33 lbs
Nov.	276,304	270,500	84,100	24,700
Dec.	380,150	347,800	293,200	130,615
Jan.	335,006	169,800	275,200	238,098
	991,460	788,100	652,500	393,413

Sudan Gum Acacia Exports, 1932

BOXALL & Co. report exports for December, 1932, totalled 1,020 tons, compared with 1,417 tons in December, 1931. Total exports for the year 1932 were 19,455 tons, compared with 20,093 in 1931 and 20,081 tons in 1930. The chief destinations were as follows:—

Destination	1931			1932		
	Jan.–Nov.	Dec.	Total	Jan.–Nov.	Dec.	Total
Great Britain ...	4,765	330	5,095	4,478	358	4,836
U.S.A.	3,151	163	3,314	2,533	114	2,647
France	2,070	104	2,174	2,928	112	3,040
Germany ...	1,917	162	2,079	2,197	103	2,300
Italy	1,306	73	1,379	1,323	77	1,400
Belgium	1,281	108	1,389	1,072	73	1,145
Japan	866	186	1,052	552	41	593
Spain	356	90	446	437	20	457
Holland	761	69	830	852	54	906
Sweden	690	9	699	245	8	253
Norway	51	8	59	54	3	57
Australia ...	424	—	424	567	2	569
New Zealand ...	36	1	37	46	2	48
China	283	49	332	184	14	198
Canada	79	—	79	96	—	96
British India ...	115	6	121	148	—	148
Denmark... ...	59	13	72	100	2	102
Finland	22	11	33	41	—	41
Poland	69	8	77	40	—	40
Rumania ...	12	—	12	28	—	28
Turkey	18	—	18	26	5	31
Greece	23	2	25	40	4	44
Egypt	101	10	111	149	10	159
South Africa ...	30	—	30	16	—	16
Dutch Indies ...	8	—	8	27	—	27
Argentine ...	60	—	60	107	—	107
Brazil	33	15	48	82	2	84
Uruguay	28	—	28	21	—	21
Mexico	11	—	11	23	7	30
Other Countries in America ...	22	—	22	19	3	22
Other Countries...	24	—	24	14	9	23

The export figures are made up of the following qualities:—

		Hashab	Bleached	Talha	Total
January–December, 1931	Tons	18,862	251	980	20,093
January–December, 1932	Tons	17,229	193	2,033	19,455

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(*From "The Trade Marks Journal, February 8, 1933.*)

"TONATON"; for tonic powders (2 and 3). By A. Karreth, Luitpold-Werk, Zielstattstrasse 9, Munich, 25, Germany. 536,464/465. (Associated.)

"BRISETTE"; for chloroform in glass tubes (3). By J. F. Macfarlan & Co., Abbeyhill, Edinburgh. 528,836.

"VIP"; for a medicated powder for making a beverage (3). By Scientific Food Products, Ltd., 255 Bay Street, Toronto, Canada. 535,523. (Associated.)

"VARICOPLAST"; for plasters, bandages and dressings (3). By Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1. 537,275.

"JURI"; for medicinal chemicals (3). By The Juri Co., 44A Northgate, Blackburn. 537,280.

"PHENZIC" and "PHENSIC"; for all goods (3). By Beechams Pills, Ltd., St. Helens, Lancashire. 537,472/473 (Associated.)

"VECAINE"; for anæsthetics (3). By W. R. Black, 44 Vere Street, Birmingham. 537,598.

"THEONITROL"; for medicinal chemicals (3). By Dr. Lo Zambeletti Società Anonima, Via Linneo 12-14, Milan, Italy. 537,982.

"BEAUTIFOAM SHAMPOO POWDER" on design incorporating girl's head, etc.; for shampoo powder (48). "BEAUTIFOAM VANISHING CREAM" on circle; for toilet cream (48). By Hirst, Brooke & Hirst, Ltd., Sheepscar Street South, Leeds. B536,569/570.

"CREMPACT"; for perfumed powders (48). By Potter & Moore, Ltd., Lavender House, Tyssen Street, Dalston, London, E.8. 536,948.

"ATANATOS"; for perfumery, etc. (48). By A. M. Brown & Co., 59 Gloucester Terrace, London, W.1. 537,572.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Are Chemists Hopeless?

SIR,—Although I cannot go to the same length as Mr. Julius Cæsar has gone in making such a sweeping statement as "chemists are hopeless," I must admit that his recorded experience is not an uncommon one with those who try to do similar work, not only on behalf of chemists but other traders as well. My grumble with the chemist is that through his own laziness and indifference he has allowed a vast amount of business to be diverted into the hands of the welfare centres. Few realise how many millions of pounds' worth of sales of foods and other goods have been lost to chemists because the craft as a whole, and its leaders, have not tackled the question years ago. Practically every chemist has known of the evil, has seen his sales of infants' foods decline, has been told again and again that many large clinics for the care of infants have a qualified dispenser handing out simple medicines and such preparations as camphorated oil, malt and oil, tablets of sodium citrate, cheap feeding-bottles, dressings, etc., and has done nothing but grumble. Occasionally an association has discussed the matter, and perhaps has sent a deputation to the local medical officer of health, but it has rarely "got anywhere." In one or two districts to-day there are medical officers who have put an end to the supply of goods by the clinics under their control and have made arrangements with the chemists to undertake the work; these are few and far between. The time is over-ripe for actions by the members of the craft as an organised body. The first essential is that a chemist or chemists should be elected to the council (town, rural, or what not) and thence to the committee dealing with child-welfare work. Here their energies should be directed against municipal trading of all kinds, and a determined effort should be made to get the business in all articles now supplied by the centre—not all necessarily connected with the chemist—put through local tradesmen. This could be done by the adoption of what is known as the "chit" system, initiated by the medical officer of health for Newcastle-on-Tyne. The manufacturers should next be approached and asked to refuse to supply the centres direct. If they do not agree, after patient and prolonged negotiations, then pressure should be brought to bear upon them and they should be told, courteously but firmly, that unless they cease to encourage municipal trading by supplying cheap packs of their foods to the clinics for re-sale to mothers, they, the chemists, will not handle the standard packages of the same foods. There is one caution necessary. We must not antagonise the M.O.s, or other persons in authority, by talking about the "abuses" to be found in welfare work. Let us admit cheerfully that the clinics have done magnificent service, but add that they will do still more if they give up the work of distributing foods; they will then have more time to devote to the work for which these clinics were instituted, i.e., the care of the infant during the first few months of its life. If this matter were discussed by every local association during the month of, say, March, some really practical work would be done for pharmacy.—Yours, etc.,

MANUFACTURER (13/2).

Education and Apprenticeship

SIR,—In the comments of Mr. E. Neal (*C. & D.*, February 4, p. 133) on the article by "Meteor," he states that although he has had experience in upwards of twenty pharmacies, he has yet to find one with a well-equipped dispensary or any signs of a laboratory. Possibly my experience dates back a little further than his, as he says that he is one of the young chemists; and like him I cannot remember working in a pharmacy where there was a laboratory as well, that is to say, a laboratory such as one might find in an institution or manufacturing house. But well-equipped dispensaries, yes. In one pharmacy in which I worked for some time at a health resort we had a dispensary with excellent accommodation for three dispensers working at the same time. In this pharmacy we turned out from eighty to 100 private prescriptions daily. It is true that in those days apprentices received little or no wages; but although I had to commence with a certain amount of work which might be classed as cheap labour, there was a very varied experience in dispensing, making galenicals, and packing stocks, so that when the time came for me to go to a school of pharmacy it was only necessary for me to finish off my pharmaceutical training. Mr. Bernard W. Gill, writing on the same subject, says that maceration, percolation and the making of ointments are everyday jobs in every dispensary worthy of the name. Ointment making, possibly, in pharmacies where there are assistants; maceration, perhaps, in a few cases where the preparations can be put on and left, and where spirit rebate is claimed; but percolation, no. I have not yet worked in a pharmacy where I have seen a percolator in use. Mr. Gill also says that the analysis of water and urine was included in the syllabus twenty-five years ago. Is he correct in this?—Faithfully yours,

TRIGANTA (13/2).

Points in N.H.I. Dispensing

SIR,—All chemists who are under contract to supply drugs and appliances to insured persons will be interested in your report of Mr. Haworth's lecture (*C. & D.*, February 11, p. 151), which treats of N.H.I. dispensing from the point of view of the Pricing Bureaux. The lecture would have been even more interesting if Mr. Haworth had described some of the methods by which the Bureaux deal with the prescriptions submitted to them. On the next page I read that my city and county between them sent in over 1,000,000 prescriptions for pricing in 1932. My own contribution during that period was 12,181 prescriptions; and out of this total not more than a score were referred back to me for elucidation. When I remember what a large proportion of the forms were difficult to decipher, either on account of careless or hurried writing on the part of the prescriber, or from rough handling by patients, I am filled with respect for an organisation which can solve so many problems with such apparent ease. There is one question I would like to put to Mr. Haworth. We know that the dispensing fee is 5.0d. per bottle of medicine, but what fee is paid when two, or even three, Formulary mixtures are ordered together in one stupendous "cocktail," e.g., mist. camph. co. ℥iij., mist. sod. sal. ℥iij., mist. alb. ad ℥xij? However deeply this may offend my sense of what is pharmaceutically elegant, I always feel that I deserve a fee of 1s. 3d. for making it up. The lecturer's practical hints on dispensing betray some of the ingenuousness that is always manifest when anyone theorises about a job of which he has little or no practical experience. No chemist, I hope, would supply a dirty bottle from stock; but is he expected to wash all the containers that patients bring for their medicines? Some of the bottles presented to me by patients have been so filthy that I have refused to take them in. The advice not to keep patients waiting is a counsel of perfection; when half a dozen come in one after the other there is bound to be delay in supplying those at the end of the queue. "If you are in any doubt," says Mr. Haworth, "a neighbouring chemist will be only too glad to help." If only this were so, the worst of our troubles would be over.

Yours faithfully,

THOUSAND A MONTH (14/2).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

M. S. (15/81).—PHOSPHORUS RAT POISONS.—Phosphorus and preparations containing it in a free state are scheduled poisons in Ireland. Formulas for rat poisons containing phosphorus are as follows:—

I

Phosphorus	ʒj.
Beef-dripping	℥v.
Wheat-flour	℥ij.
Sugar	℥j.
Powdered biscuit ...	℥j.
Water	a sufficiency

Melt the dripping and put it into a wide-mouth bottle placed in a pan of hot water. Drop in the phosphorus (cut small), cork, and shake the bottle until the phosphorus is dissolved (dipping into the hot water occasionally). Place the powders in a warm mortar and pour the phosphorised dripping upon them, mix, and add warm water to make a soft paste.

II

Phosphorus ...	ʒj.
Carbon disulphide ...	℥ss.
Beef-dripping ...	℥v.
Biscuit powder ...	ʒiij.
Comp. tragacanth powder	℥ss.
Oil of anise	gtt. x.
Oil of peppermint ...	gtt. v.
Boiling water ...	℥iij.

Heat the dripping until it is quite clear, and transfer to a hot mortar; pour into this the carbon disulphide in which the phosphorus has been dissolved; stir, then add the two powders and the oils, and finally the boiling water all at once, kneading the mass thoroughly until a perfect mixture is obtained.

III

Gelatin	25 parts
Soak in water ...	500 parts
and add:	
Glycerin	100 parts
Phosphorus ...	20 parts
Melt, shake, and add to Meal ...	500 parts
Ivory black ...	a sufficiency

IV

Phosphorus ...	20 parts
Borax	40 parts
Meal	350 parts
Tallow	80 parts
Ivory black ...	10 parts
Water	500 parts

C. D. C. (12/1).—MODIFIED EASTON'S SYRUP.—The following is a formula for a modified Easton's syrup corresponding to the preparation of the B.P., 1932:—

Quin. sulph.	gr. 25.896
Liq. ferri phosph. (B.P.C.) ..	♏ 240.5
Liq. strych.	♏ 56.96
Glycerin.	♏ 269.2
Syrup.	ad ℥iv.

W. E. P. (20/81).—CHEMICAL MAGIC.—The "arab" who wishes to produce smoke when he passes his hand over a bowl might attain his object by one of the following methods:—Dissolve one or two pieces of phosphorus (about the size of a pea) in half an ounce of carbon disulphide. To produce the fire and smoke the operator should pour about a teaspoonful of the solution on a piece of blotting paper in the bowl. The carbon disulphide quickly evaporates and fumes and flames result. This trick is somewhat dangerous and the following, if it can be staged, will be safer:—Arrange an electric hot plate, or an electric iron, in the bowl and switch on the current sufficiently long before performing the trick so that when powdered ammonium chloride is dropped on the plate dense white fumes will be given off.

D. N. F. (3/10).—WEED-KILLER.—This is a mixture of copper sulphate, 84 per cent., and siliceous earth (apparently ochre) 16 per cent.—DOG TONIC POWDER.—This consists mainly of sugar of milk, and is evidently a homœopathic preparation. It contains calcium, but no phosphate, and is probably the 3 - potency of calcarea carbonica.

D. E. A. (11/10).—MOCK ICE.—This was described as an artificial ice used on a stage for skating on. The composition has the appearance of dirty-coloured fragments of marble, and contains sodium thiosulphate as the main constituent, and a large quantity of a boron compound, which appears to be borax, except that the mixture is deficient in sodium for this.

R. S. (22/11).—LINIMENT FOR FELON IN CATTLE.—This appears to differ little from ordinary soap liniment with a liberal addition of ammonia.

Legal Queries

A. C. H. (24/1).—Dutiable medicines may not be exposed for sale nor sold from a van, stall, or other movable or non-rateable place of business, since a medicine licence is granted solely in respect to a shop or house.

S. S. P. (3/1).—The wording on the carton enclosed with your letter does not render the powders liable to medicine-stamp duty. But we note that on your letter heading these powders are held out as beneficial for "headache, toothache, neuralgia, quinsey, and influenza," and these recommendations render the article dutiable.

H. R. S. (14/1).—If your application for a wine licence is granted by the justices and you take out the corresponding Excise licence, your position will be that you can sell any wine you please, British or foreign. Any conditions the justices may impose on you are not binding legally, but if you do not comply with them the justices have power to refuse to renew your licence next year. There is no legal definition of a "medicated" wine, and there is no exemption given by law to any wine as such; but it is the practice of the Excise authorities not to insist on an Excise licence being taken out to sell a wine which, in the opinion of the Government chemist, is medicated and the dosage of which as shown by the label proves that it is intended to be used as a medicine and not as a beverage. This exemption, however, does not extend to the justices' licence.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Chemists as "Also Rans"

I think chemists should write and protest to firms who advertise their products to be obtained from the chain-store chemists first, and place chemists in the "also" category.—*H. R. Lowther,* Mumbles.

Warning

I should like to warn fellow chemists against a small wholesaler. This gentleman asks to be obliged with an item of stock to supply a customer, he himself not having any. After several of these transactions for cash, a bigger item is taken "on loan" until next journey. The "next journey" has not materialised, and the chemist is informed that no cash or stock is available to discharge the value of the "borrowed item."—*W. R. I. Nicholson,* 125 Hampstead Road, N.W.1.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," February 15, 1883

Retrenchment, Hard Work and Small Profits

Since January 15, we regret to say, trade in the Mincing Lane markets has shown but few signs of real improvement, but, on the contrary, the future of business seems to be full of elements calculated to cause uneasiness. The current year commenced with public sales of enormous magnitude, both in drugs, spices, and all Colonial produce—in itself a bad sign of greatly overstocked markets—and yet, at extremely low prices, the bulk of many of the articles offered has been bought in, showing that no such inducements avail much to restore confidence in the minds of speculators to invite them to buy and hold, nor can consumers be prevailed upon to lay in stocks, although the fall in price, in some instances, is enormous. We fear that we are now commencing another year of retrenchment, hard work, and small profits, still feeling the reactionary movement of the overproduction and speculation of 1876 and 1877.

HOWARDS'

QUINISAN

(QUININE BISALICYLOSALICYLATE)

In 4 grain Tablets. **Bottles of 20 and 80**

The 48-hour remedy for INFLUENZA, COLDS, etc.

Note.—Although Howards' Quinisan is extensively advertised, we have had complaints that it is difficult to obtain from the Retailer. We trust Pharmacists will either stock QUINISAN or offer to get it by return from their Wholesaler. QUINISAN carries a very good profit and is well worth stocking and recommending.

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AGOTAN

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THE GREAT REMEDY FOR GOUT, RHEUMATISM, NEURITIS, SCIATICA, &c.

TABLETS in bottles of 25 and 50
POWDER „ „ 1 oz.
OINTMENT in tubes - (2 sizes)

HIGHLY RECOMMENDED AND USED BY THE MEDICAL PROFESSION

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A BONUS

of 36 x 10d. bottles free is offered with orders for 2 gross 25's Howards' Aspirin Tablets provided a window show is made. This makes the profit to the Pharmacist very generous indeed. The consumer also benefits in the respective quantity and quality compared with other brands.

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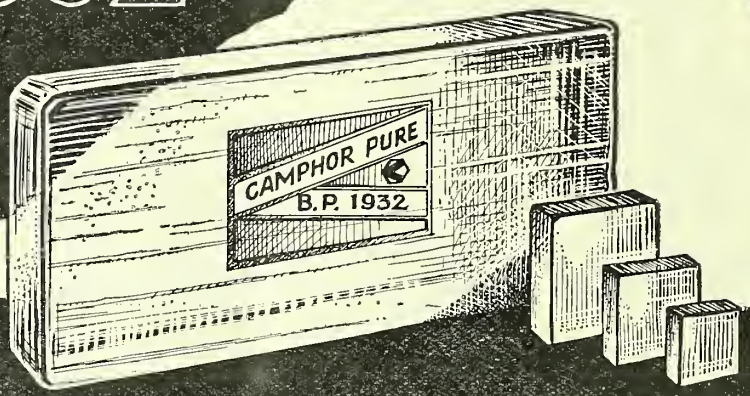

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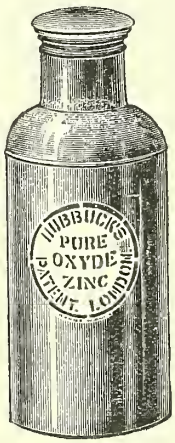

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BRILLIANTINES

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Goods covered by Dangerous Drugs Acts offered subject to all regulations.

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A suspension of specially prepared, finely divided, pure Bismuth metal in 5% Glucose solution is non-irritant, highly concentrated, sterile and ready for use.

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MADE IN ENGLAND
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Sugar-coated Quinine Tablets and Pills.
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CHANGE OF ADDRESS

The United Drug Company Limited announce that they have opened new warehouses and offices at

KIRKEWHITE STREET, NOTTINGHAM.

Due to the rapid growth of Rexall business, a considerable increase in warehouse and office accommodation became necessary. We are pleased to intimate that more spacious premises enable us to place a number of additional Rexall Agencies in Great Britain and Ireland.

Chemists in districts without a Rexall Pharmacy are invited to write for particulars of the Rexall proposition. Every enquiry will receive personal attention.

REXALL OFFERS

A valuable exclusive agency

An unexcelled line of products

Co-partnership with over 2,000 British Chemists

Fixed retail prices allowing substantial profits

Merchandise with a "selling punch" behind it.

First-aid Surgical Products

UNITED DRUG COMPANY LTD., KIRKEWHITE STREET, NOTTINGHAM.

Puretest Pharmaceutical Preparations

VEINOTROPE

A synergic medication based on organotherapeutic extracts irradiated with ultra-violet rays

In Tablets—
Formula M - For Men
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Since January 1st, 1933, the retail price of VEINOTROPE has been reduced from 4/6 to 4/-

CONTINENTAL LABORATORIES, LTD.
30 Marsham Street, London, S.W.1
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INNERCLEAN
THE NEW
Intestinal Laxative

RETAIL PRICE 3/-
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LIMITED
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ANADIN Brand TABLETS
ANODYNE COMPOUND

For Headache, Toothache, Earache, Neuritis, Neuralgia, Colds, Rheumatism, Pains after Tooth Extraction.

Manufactured by
ANADIN LTD. CHENIES ST. LONDON, W.C.1

34%

PROFIT ON TURNOVER

'PHYLLOSAN'

BRAND OF CHLOROPHYLL TABLETS

THIRTEEN = TO = THE = DOZEN

BONUS OFFER

CLOSING FEB. 25th

Available to qualified dispensers only. Minimum quantity three dozen, either size or assorted. Order through your usual wholesaler or direct from the distributors:

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ALL STRENGTHS IN STOCK
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BEE-HIVE TRADE MARK

REGISTERED FOR OUR WELL-KNOWN BRANDS OF CERESINE WAXES.

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS
OZOKERITE WAX ALL GRADES

POTH, HILLE & CO., LTD.,
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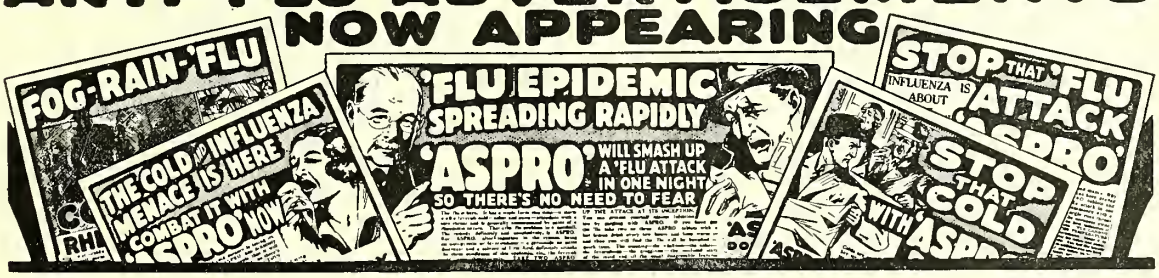
AN ANTI-'FLU CRUSADE IS NOW ON

STICK UP YOUR STICKERS PUT IN YOUR WINDOW-SHOWS

Business is stirring—health service is required. There are ten times more people needing 'ASPRO' at the present time than at most times. We are alive to it—OUR ANTI-'FLU CRUSADE IS IN FULL SWING. Our advertising appropriation has been increased commencing with half pages in the leading dailies—featuring colds, 'flu and rheumatism. Altogether 32 MILLION PEOPLE are being appealed to through over 300 papers. You can obtain TREMENDOUS business NOW by keeping in your 'ASPRO' window-show and putting up window stickers to make contact with this great advertising and sales creating movement.

HERE ARE SOME OF THE ANTI-'FLU ADVERTISEMENTS NOW APPEARING



'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.)
SLOUGH, BUCKS. *Telephone: SLOUGH 608*

Made by ASPRO LTD., SLOUGH, ENGLAND.

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REG. TRADE MARK

An agreeable addition to the popular Galen group

GLYCERINE PASTILLES with Lemon Flavour: The old time favourite soother of tired and sore throats—glycerine and lemon. This new Galen pastille is recommended for the purity of its ingredients, convenient packing and reasonable retail price of **1/-** per 4 oz. tin.

CINNAMON LOZENGES: An effective lozenge highly medicated with the purest oil of cinnamon. **6d.** per tin.

SISTER'S THROAT PASTILLES: Enjoys a strong demand. A warming and soothing pastille of the Chlorodyne type. Packed in 4 oz. tins at **1/-** each. Also in 6d. tins.

MITCHAM MINTS: Are hand-made lozenges with a high content of real Mitcham ol. menth. pip. **6d.** per tin.

GLYCERINE & BLACKCURRANT PASTILLES: A blending of real blackcurrant fruit juice and glycerine. The popular fruit throat pastille, welcomed for its agreeable flavour and efficacy. In 4 oz. tins at **1/-**

GALEN PRODUCTS

GALEN PRODUCTS
REGD TRADE MARK

Manufactured by
THE GALEN PRODUCTS CO., LTD., STOCKPORT

Sole Selling Agents:
THOMPSON & CAPPER WHOLESALE LTD.
Manesty Buildings, College Lane, LIVERPOOL

GP6

MARSHALL'S GENUINE ORIGINAL Lysol

REGD. TRADE MARK

—Largest Profit Original and best

—

LYSOL B.P.

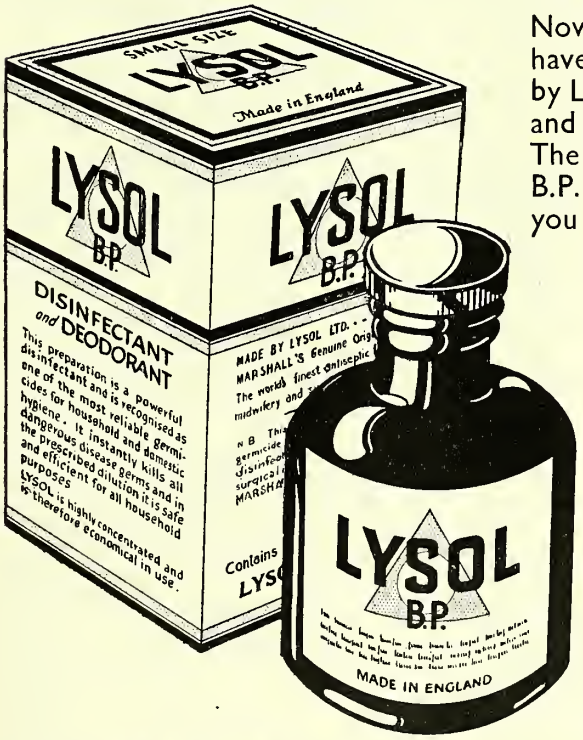
—Popular Price Standard Quality

Feature both of these fine reliable disinfectants. Both of them will be in steady demand.

Marshall's Lysol is the original Lysol, the only Lysol made to the original formula, which has always conformed to a higher standard than that demanded by the B.P. 1932. It is the only Lysol that has been nationally advertised. For extra profits encourage the sale of Marshall's, the original Lysol.

Now, to meet the large low-price market we have introduced the new B.P. Lysol. It is made by Lysol Ltd., and bears our guarantee of quality and our familiar "Safety-Triangle" trade mark. The B.P. specification has been strictly followed. B.P. Lysol is attractively cartoned. It shows you a generous profit.

NOTE.—B.P. Lysol is not a substitute for Marshall's, but an additional line to meet the demand for a popularly priced general purpose disinfectant.



TAKE ADVANTAGE OF THESE GENEROUS DISPLAY TERMS

	Less than 1 Case	Complete Cases	5 Cases Assorted
4 oz. Bottle 6 doz. per case	4/- doz.	3/9 doz.	3/6 doz.
8 oz. Bottle 3 doz. per case	7/- ,,	6/6 ,,	6/3 ,,
16 oz. Bottle 2 doz. per case	12/- ,,	11/- ,,	10/9 ,,

MINIMUM ORDER £3 NO DISCOUNT NO BONUS

LYSOL LIMITED, RAYNES PARK, LONDON, S.W.20

BONUS

"CLARKES"

Brand

WORLD-FAMED BLOOD PURIFYING MEDICINE

"BLOOD MIXTURE"

Registered Trade Mark Brand

For 3 MONTHS commencing 1st February, 1933, we are making a SPECIAL BONUS OFFER for a 14 days Counter and Window Display.

		COST	SELLS FOR
ORDER.			
3 doz. 3/-	CLARKES BLOOD MIXTURE (LIQUID OR TABLETS)	£4 : 1	£5 : 8
BONUS.			
½ doz. 3/-	do.		9/-
ORDER.			
12 doz. 3/-	CLARKES BLOOD MIXTURE (LIQUID OR TABLETS)	£15 : 6	£21 : 12
BONUS			
1 doz. 3/-	do.		£1 : 16

THE ABOVE BONUS WILL ALSO BE GIVEN ON ASSORTED ORDERS OF EQUIVALENT VALUE, viz. £4 : 1 AND £15 : 6.

CARRIAGE PAID — PACKING FREE

ORDER NOW DIRECT OR THROUGH YOUR USUAL WHOLESALE HOUSE.

DISPLAY MATTER IS ENCLOSED WITH EACH ORDER.

ASSORTED ORDERS

		Retail	Min. Value. £4 : 1 Per Doz.	Min. Value £15 : 6 Per Doz.
CLARKES BLOOD MIXTURE		3/-	27/-	25/6
" " "		12/-	108/-	102/-
" " "	TABLETS	3/-	27/-	25/6
CLARKES SKIN LOTION		1/3	11/6	10/6
CLARKES SALVE		1/3	11/6	10/6
" "		3/-	27/-	25/6
" "		5/-	45/-	41/6
CLARKES APERIENT PILLS		1/3	11/6	10/6
" " "		3/-	27/-	25/6
CLARKES MEDICATED SOAP	Box 3 Tab.	2/6	8/-	7/6
	Single Tab.	1/-		

THE LINCOLN & MIDLAND COUNTIES DRUG CO. LTD.

PARK STREET, LINCOLN

Telegrams: "LINDUM, LINCOLN." *Telephone:* LINCOLN 55

3/- EACH

PATENT APPLIED FOR

K-D **Your medicines, delicate instruments, tools, cigarettes, etc., all can be taken care of by using K-D.**

K - D Keeps salt and sugar dry
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K - D Can be used in your wireless set, piano, clock, etc., etc.
K - D For wardrobe & linen cupboard
K - D Detects and corrects damp beds

K - D Lasts for Years!

Obtainable from ALL WHOLESALERS or from:
Sole Distributors:—**ELMESAN (London) LTD.**
Dept. C.D.
66 Victoria Street, London, S.W. 1

See our Exhibit at the "B.I.F." (Stand C. 1., Empire Hall) and the "Ideal Home Exhibition."

METHYLATED SPIRITS

and

FINISH

FINEST OBTAINABLE
PROMPT DELIVERIES

J. M. Mills Ltd

BROOKFIELD DISTILLERY
STOCKPORT

Telephone: Stockport 2396
Telegrams "Phone, Anline"

Paraffinum Liquidum B.P.

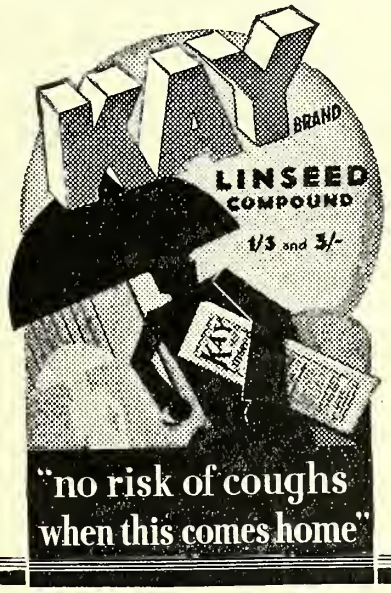
ALL GRADES
SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY



Portrait of a Gentleman

One of the ten million or so influenced by each insertion of Kay's national Press advertising. Show material and counter wrappers on request.

KAY BROTHERS Ltd. STOCKPORT

MONSOL

BRAND

ANTISEPTIC PRODUCTS

MONSOL

LIMITED

Have acquired the above Business from

The Mond Stafford Refining Co., Ltd.

New Address :

Vincent House,
Vincent Square,
London, S.W.1.

As this is a most opportune season for you to stress the value of the Monsol Group of Germicides to your customers we are offering during **the month of FEBRUARY only**

A Special Bonus Offer of 14 to the doz. ordered

on any or all of the Monsol Series, in complete dozens—minimum value £2. Carriage paid. The entire range of Monsol Products are attractively packed, and an adequate supply of particularly attractive Display Material for the principal Monsol Products is supplied with all orders.

Bonus Orders to :

FASSETT & JOHNSON, Ltd.
86 Clerkenwell Road,
London, E.C.1

Sole Distributors in Great Britain

GALLOWAY'S COUGH SYRUP

SHOWS OVER 50% PROFIT
WHEN BOUGHT ON BEST TERMS

A £5 ORDER

ENTITLES YOU TO

10% DISCOUNT and 2½% for Prompt Cash

1/3 SIZE **12/-** PER DOZ.
2/6 „ **24/-** „ „

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

FAMILY LUNG SYRUP

Special Offer for £5 Parcel

6½d. size	- - -	4/9	per doz.
1/- „	- - -	9/-	„ „
1/6 „	- - -	13/6	„ „

5% DISCOUNT AND 2½% FOR PROMPT CASH

LOOK TO YOUR STOCKS AND SEND YOUR ORDER NOW

P. H. GALLOWAY, LTD.
LONDON, S.E.17

122½% ON COST

Now is the time to sell ANVER'S FOOD. The first three months in the year are treacherous. Influenza has left everybody in a low state of health and the system demands a special food which is rich in vitamin content. ANVER'S FOOD best meets this need. Take advantage of our great bonus offer and

MAKE A PROFIT OF £3-11-0 ON AN OUTLAY OF £2-18-0

In return for a 14 days' window display, we offer you a bonus showing 122½% profit on cost. Here is an example—

On all orders received during February for 2 doz. 1-lb. (1/11 size) and 1 doz. 2-lb. (3/4 size) of ANVER'S FOOD **we send you, free, 1 doz. 1/11 size and ½ doz. 3/4 size.** Your outlay is £2.18.0, and with the bonus your selling price is £6.9.0—**A NET PROFIT OF £3.11.0.** In addition, we give you, free, a 7-colour cut-out showcard and display material, and with all orders we send

¼ lb. size Sample Tins for free distribution

This is just an example of our wonderful bonus scheme for February only. Orders for quantities varying from the above example will be treated pro rata.

Display ANVER'S FOOD **NOW**, and reap the benefit of both the prevailing conditions and our special bonus.

Chemists in all parts of the country have proved ANVER'S FOOD a steady seller. Regularly advertised throughout the country.

Anver's Food

FOR CHILDREN, INVALIDS and the AGED

A farinaceous food extremely rich in all essential food factors—Vitamins "A," "B," "C," "D" & "E." Obtainable from your usual wholesaler or direct from the manufacturers,

ANVER'S FOOD COMPANY

SUNSHINE WORKS, WARD ST.,

MANCHESTER 3

Telegrams: "ANVERS," Manchester

Telephone: Blackfriars 4640

BONUS OFFER CLOSES Feb. 28

YOUR CUSTOMERS can easily make

PURE BEER

AT HOME

(*The* "Daily Express" *says so*)

FOR 1D PER PINT ALE OR STOUT

(NO LICENCE IS NECESSARY)

FROM

VIGGORMALT

***THE* PURE**

TRIPLE-CONCENTRATED EXTRACT OF

RICH MALT & HOPS *ONLY*

(NOTE THAT WORD "ONLY")

NO ADULTERATION OR ADDED COLOURING

Simply Add Cold Water

It will pay you to stock "Viggormalt," the one preparation for the making of pure Beer upon which you can stake your reputation. You can recommend "Viggormalt" with the knowledge that it contains no substitutes for Malt and Hops but only the real thing, exactly as stated on the tin. No sugar or other adulterant is added to make bulk and cheapen cost.

YEAST SUPPLIED FREE WITH EACH TIN

NO MILLING MASHING BOILING OR FILTERING

Viggormalt' is fully guaranteed by the manufacturers—hundreds of satisfied customers have written, entirely without solicitation, in highest praise. Copies of many of these testimonials are printed in the pamphlet enclosed with each tin; also in counter leaflets and other advertising matter.

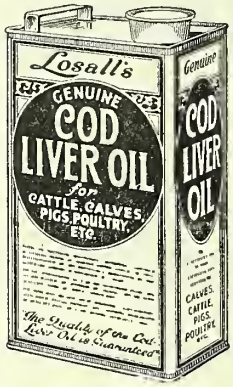
FULL PARTICULARS OF TRADE TERMS AND ATTRACTIVE DISPLAY MATERIAL SUPPLIED IMMEDIATELY ON REQUEST TO THE VIGGORMALT DISTRIBUTORS:

FASSETT & JOHNSON, LTD.
86 CLERKENWELL ROAD, LONDON, E.C.1

Sole Manufacturers:

VIGGORMALT Ltd., Davigdor Road, Hove, Sussex

Lofthouse & Saltmer, Ltd., Hull



GENUINE

COD LIVER OIL

FOR CATTLE AND POULTRY

Guaranteed to contain all the Vitamins naturally present in a genuine oil, and to conform to the following tests of the British Pharmacopoeia for pure Medicinal Cod Liver Oil, namely: Specific Gravity, Saponification Value, Iodine Value, Refractive Index, Unsaponifiable matter.

1 gall. & 5 gall. Tins. 25 gall. Barrels & 40 gall. Drums Free Containers. —— **ENQUIRIES SOLICITED.**

Lofthouse & Saltmer, Ltd., Hull

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes

GUARANTEED ABSOLUTELY PURE

MIDGLEY & PARKINSON, LTD., Warren Works, Pudsey, LEEDS

Sole selling agents for Great Britain—

THE OLD STRAND CHEMICAL & DRUG CO., LTD.
Audrey House, Ely Place, London, E.C.1

THE ORIGINAL BLACK BEER

For over a century Hobson's Black Beer (non-intoxicating) has been well known. Backed by sustained advertising there is a steadily increasing demand. Special agency terms to wholesalers are now available in certain districts Own name literature and other sales aids gladly supplied. *Wholesale enquiries invited.*

JOSEPH HOBSON & SON, Ltd., Regent St., LEEDS

'Phone: LEEDS 25270 *Telegrams:* "SPRUCE," Leeds

NO!

I don't stock your lines, but if you can prove that it will be worth my while to do so, by all means send me particulars.

Cut out this announcement, pin it to your billhead and post to **Shadforth Prescription Service Limited, 63 Grove Road, Bow, E.3.** You will receive by return interesting details and terms of the famous, nationally advertised, range of Shadforth Prescriptions. They are prescriptions that **Pay.**

The responsibility for the coming generations remains with us.

That the human body demands a sufficient supply of Vitamins to maintain it in a healthy state has been known for less than a generation.

Many people still suffer from lack of one or more vitamins, particularly A and D which give protection against infectious diseases and prevent rickets.

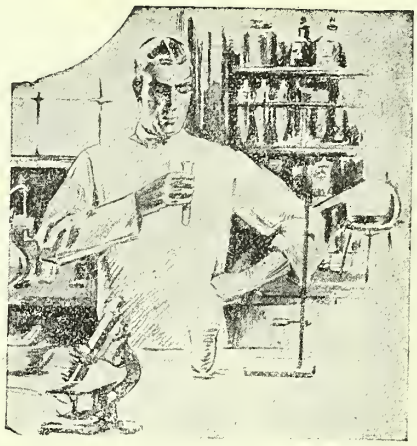
Scientific study of the problem of nutrition has shown that these vitamins are found to the greatest extent and in the least expensive and most accessible form in cod liver oil — a product which has become indispensable to the community.

Cod liver oil is regarded by eminent physicians as one of the most powerful weapons mankind possesses in the battle against disease.

Norwegian cod liver oil is world-famous for its supreme quality.

A teaspoonful of Norwegian cod liver oil contains more A and D Vitamins than all butter and milk one could possibly absorb in one day.

NORWEGIAN COD LIVER OIL



Expert Supervision

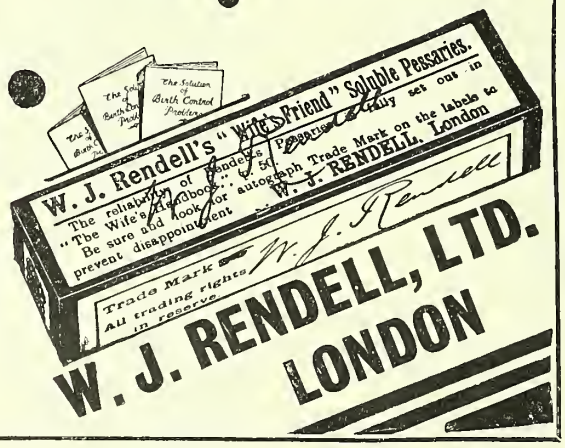
The ever-increasing demand for Rendell's Pessaries is due to the care and attention which is fully maintained through every stage of the manufacture.

The Chemist can be satisfied that he is offering the one contraceptive which sets the standard for purity and efficacy.

● The use of our latest showcards and booklets in conjunction with the sale service now offered is the direct way of increasing sales.

The demand is there. Make sure you obtain your full share of this important business.

●



"MOSANS"
Non-Greasy, Odourless
QUININE PESSARIES

15/- per dozen boxes
RETAIL 3/6

ORDER THROUGH ANY WHOLESALER.
Avoid Imitations and see the No. 332117 on each box.

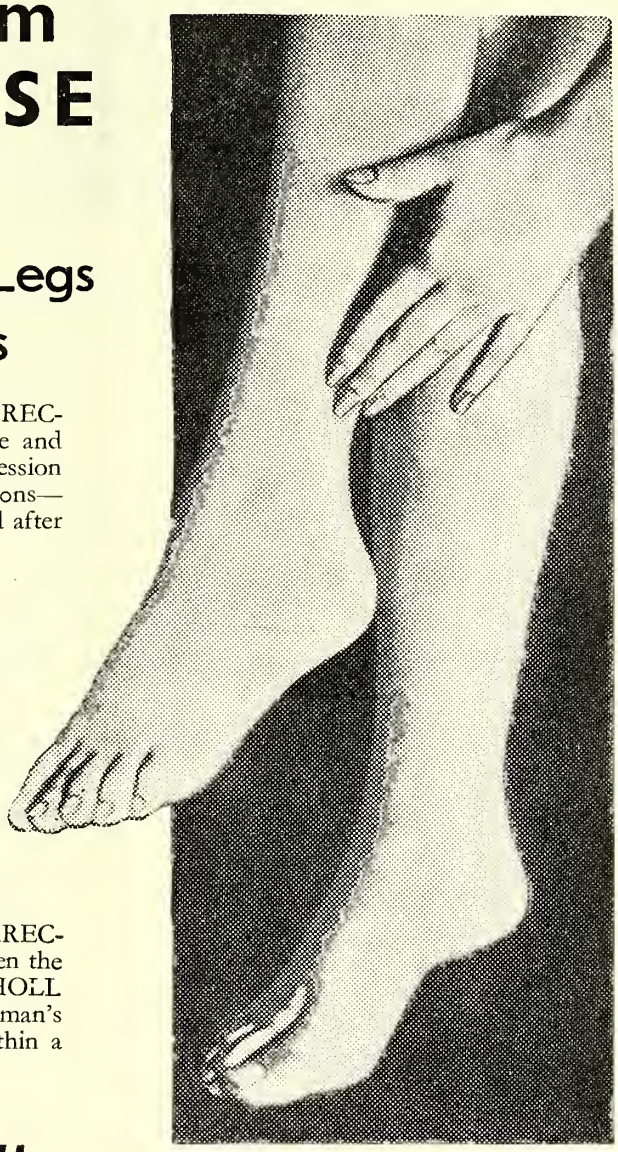
THE "SAFEGUARD"
BRAND OF RUBBER GOODS
Are SUPPLIED to CHEMISTS & DRUGGISTS ONLY
FINEST QUALITY. HYGIENIC PACKING
Write for Samples and Prices.
BURGE, WARREN & RIDGLEY, LTD.
91/92 GREAT SAFFRON HILL, E.C.1
Phone · Holborn 0050. *Telegrams*: Drugsund, Smith, London.

MORFI RUBBER PRODUCTS
KAYDOR LTD.
30 Howland Street
Telephone: Museum 9143. LONDON, W.1

TO GET
INTO DIRECT TOUCH
with the best buyers of Drugs, Chemicals, and allied products
ALL OVER THE WORLD
use regularly the publicity service afforded by
THE CHEMIST & DRUGGIST

Many of your customers suffer from VARICOSE VEINS

Tired, Aching Legs or Puffy Ankles



Dr. Scholl's Rubberless CORRECTIVE HOSIERY is invaluable and approved by the medical profession for most Varicose Vein conditions—particularly for wear during and after the "Injection Treatment."

Dr. Scholl's Rubberless CORRECTIVE HOSIERY is easy to sell—the five stock sizes fit 90% of the cases. Special sizes are supplied quickly.. A Size-Chart, 1 Golden Display Leg and useful literature comes free with an order of one pair of each of the five sizes.

Dr. Scholl's Rubberless CORRECTIVE HOSIERY will be given the publicity accorded to all SCHOLL quick-selling lines—a special Woman's Magazine Campaign begins within a few weeks.

You can sell

Dr Scholl's

CORRECTIVE HOSIERY

Rubberless in two qualities.
Patented 14/- Retail 22/6
Superfine 10/- „ 15/-

Enquire of your Wholesaler, or
THE SCHOLL MFG. CO. LTD.
188-194 St. John Street, London, E.C.1

"DUREX"

LIQUID LATEX PROTECTIVES

MADE IN ENGLAND

"A STANDARD LINE OF MODERN PHARMACY"

For samples (gratis) and prices write to

THE LONDON RUBBER COMPANY,
"ELARCO HOUSE,"
183, ALDERSGATE STREET,
LONDON, E.C.1
— Proprietors also of —
"ELARCO" AND "BIRCON"

WARNING!

Chemists are warned not to be misled by the various foreign-made brands now upon the market bearing similar sounding names to "DUREX" and packed in a similar manner. "DUREX" was first—it is still by far the best, and "DUREX" Protectives made of genuine heat conductive Liquid Latex are what your customers prefer.

1. Air tested and warranted 100% perfect.
2. The only quality guaranteed five years in any climate.
3. The only British product.
4. Sold only by chemists and druggists.
5. Fixed retail price 2/6d per carton of three.

BY TEST THE BEST — AND BRITISH TOO

MIL-SAN
Regd. Trade Mark

THE NEW SCIENTIFIC CONTRACEPTIVE

Five years ago a group of gynæcologists set to work to discover a contraceptive that doctors could prescribe and chemists recommend with confidence. At the outset they laid down certain essentials :—

It must be non-injurious.
It must be non-irritant.
It must be non-toxic.
It must be reliable.
It must be simple to use.
It must be unnoticeable in use.
It must require no after-effort.
It must be immediately effective.
It must not depend upon physiological conditions.

MIL-SAN is the result of their work. It meets the demands laid down. It more than meets them as it is also healing, and antiseptic.

MIL-SAN also fulfils other essentials of direct interest to the chemist.

It makes satisfied customers.
It shows a good profit.
It does not deteriorate.
It is attractively packed.
It ensures repeat sales of refill bottles.

Medical advertising and Private recommendations will create new customers.

Sensible and frank literature supplied free for distribution.

Complete Outfit 7/6 Refills 5/-

Special Offer : 1 Complete Outfit and 3 Refills 21/-

All less 33⅓ discount from wholesalers, or direct.
Further information from—

MENOSINE LIMITED
1st AVENUE HOUSE, HIGH HOLBORN, W.C.1. Tel. : Hol. 5657

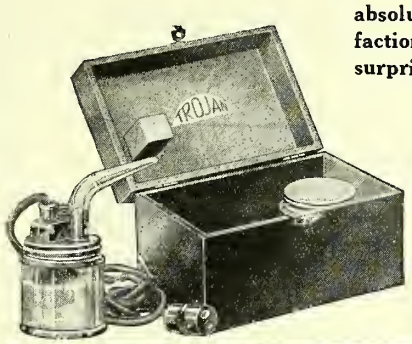
90% of your customers are interested in these lines . . . . *YOU can turn their interest into SALES!*

The TROJAN Electric Inhaler is unequalled for the relief and prevention of Influenza, Colds, Coughs, Catarrh, Asthma, Bronchitis, etc. Just switch on and in a few seconds a steady stream of warm, soothing, germ-destroying vapour is produced which clears the respiratory tubes and organs as if by magic.

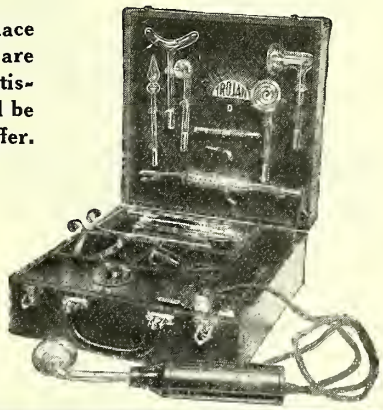
NOW is the time—if you are not selling these popular TROJAN Outfits you are missing valuable business. There is a definite demand—an ever-increasing demand, are you making the most of it?

So simple and safe to use, they have a place in every home. Moderate in price, they are absolutely reliable and will give every satisfaction. Write for details to-night—you will be surprised at the generous trade terms we offer.

The TROJAN High Frequency Outfits relieve Rheumatism, Sciatica, Lumbago, Gout, Insomnia, Neuritis, Asthma, Bronchitis, Catarrh, etc., and can be operated by an entirely inexperienced person.



JOHN SHAW & SONS
WOLVERHAMPTON LTD
(Established 1795)
Head Office & Works: Wolverhampton
Telephone: 21212 Telegrams: Shaw, Wolverhampton
London Branch: 29 Shoe Lane, E.C.4

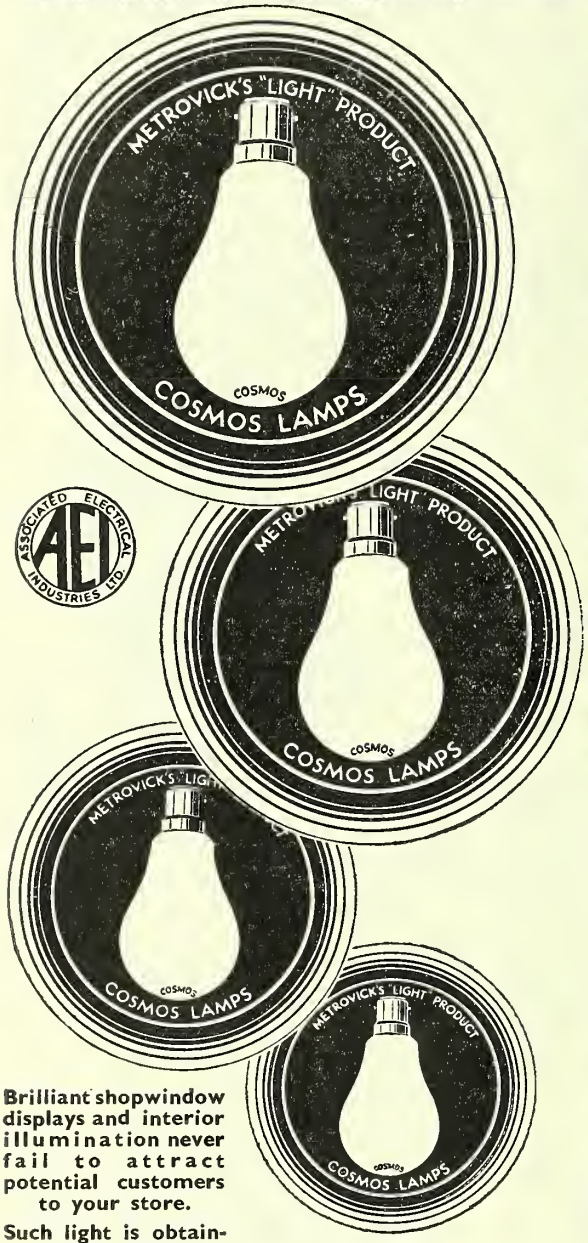


"BLUE DRAGOON"
BRAND
CORN "CRAYON"
THE PERFECT CORN ERADICATOR IN THE MOST CONVENIENT FORM YET DEVISED

ASK OUR REPRESENTATIVE TO SHOW YOU THIS ORIGINAL AND QUICK SELLING COUNTER LINE

"NEWBERYS"
(FRANCIS NEWBERY & SONS, LTD.)
CHARTERHOUSE SQUARE, LONDON, E.C.1
CARDIFF: TREDEGAR HOUSE
LIVERPOOL: COLLEGE LANE

Best sellers
The public is asking for *ZEAL* CLINICAL THERMOMETERS because they are:-
GUARANTEED TO *STAY* ACCURATE
CONSISTENTLY ADVERTISED



Brilliant shopwindow displays and interior illumination never fail to attract potential customers to your store.

Such light is obtainable with

COSMOS LAMPS

METROVICK'S 'LIGHT' PRODUCT

SF 234

METROPOLITAN-VICKERS ELECTRICAL CO., LTD.
TRAFFORD PARK MANCHESTER

"SURCO"

RELIABLE

ELASTIC HOSIERY

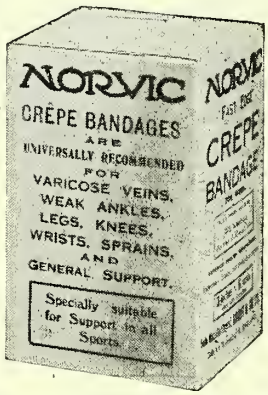
SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.
Russell Street :: NOTTINGHAM
Telephone No.: 75903. Telegrams: SURGICAL, NOTTM.



INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33⅓% profit.
From the leading wholesalers
Sole manufacturers:
Grout & Co., Ltd
35 Wood St., London, E.C.2

WITH NORVIC *Regd.* CRÊPE BANDAGES

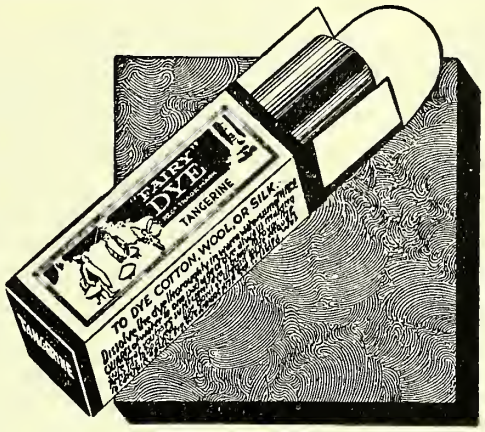
SANITARY TOWELS

made by

The ORIGINAL and Most Popular
The "K." All wool in knitted cover, very soft.
The "CELTEX." Made of Cellulose for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS



It pays to Concentrate on Advertised goods

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

LONDON DEPOT:
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FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

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TOILET PAPER

PURE - SOFT - HYGIENIC
(Completely Wrapped)

SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.
750 perforations to every roll.
No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.
CARRIAGE PAID-NET.

FORD, SHAPLAND & CO. LTD.
PRINTERS & WHOLESALE STATIONERS,
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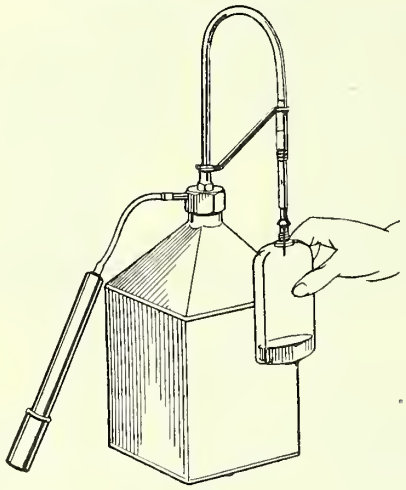
Telephone: HOLBORN 4695.

TOOGOOD'S BOTTLE FILLING APPARATUS for Sprinkler-neck Bottles

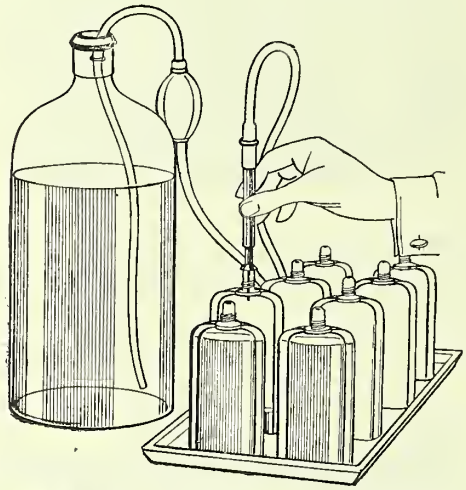
A new type of Filling Valve

Prov. Patent No. 30222



Pressure Type for Oils or Thick Liquids.

Made in two styles



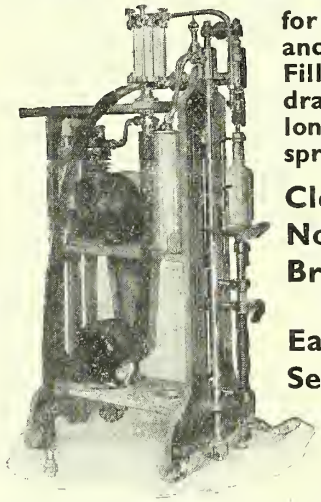
Gravity Type for Spirits or Thin Liquids.

For prices and full particulars apply to

WILLIAM TOOGOOD LIMITED 77 SOUTHWARK STREET London, S.E.1

ROBERTS' PATENT

"LEO" VACUUM FILLER



for Glass, Stone, and Tin Bottles. Fills all sizes from drachm to quart—long, short or sprinkler neck.

Clean and Rapid
No Over Filling
Broken Bottles Rejected
Easy to Clean
Self Rinsing

WRITE FOR PARTICULARS

Roberts' Patent Filling Machine Co.

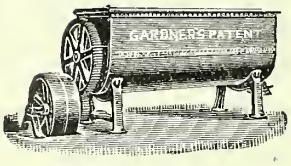
T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

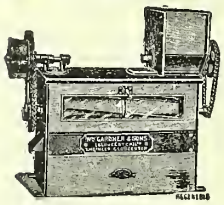
Makers of every description of Bottle Filling and Shallow Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

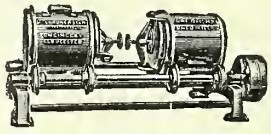
GRINDING SIFTING MIXING



Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



Gardner Ball Crushing Mill.

for Chemical purposes must be rapid, superfine, of laboratory accuracy, and absolutely consistent.

Gardner machines perform all these operations in the most efficient way.

They are economical and efficient; a high standard is maintained in the quality and quantity of their output.

Details and Catalogue of all Gardner plants from

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Telephone: 2288 (2 lines).
Telegrams: "Gardner, Gloucester."
London Office: 19 Gray's Inn Chambrs. 20 High Holborn, W.C.1.
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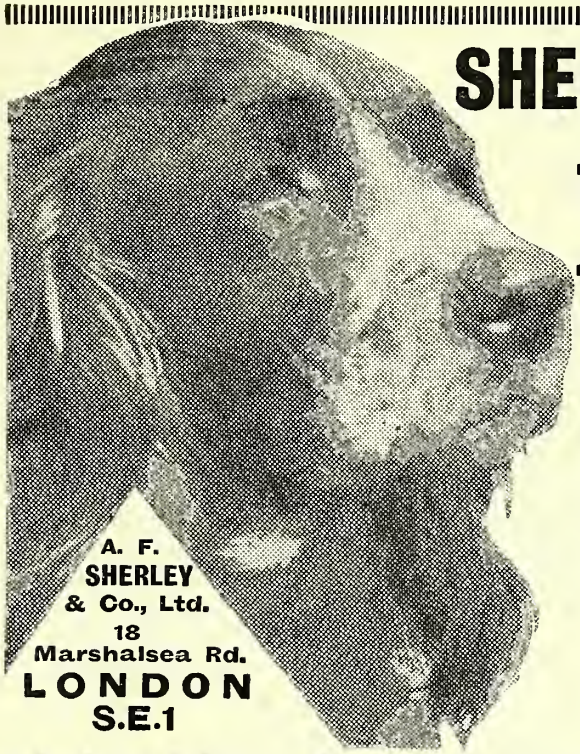

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ARE

The Best to Make Me Well

AND

The Best for You To Sell

SHERLEY'S Dog and Cat Medicines are renowned for their Purity, Safety, and Efficacy, and each product can be thoroughly relied upon for the purpose for which it is intended.

This Reputation, in conjunction with the forceful and extensive Advertising Campaign which is always in operation, makes Sherley's the best-selling Dog and Cat Specialities. You can stock and display them with confidence, for every sale will bring satisfaction and mean further and increased business for you.

Trade Profits are generous and all Sherley lines are supplied on terms which eliminate all risk of loss. Send a Postcard to-day for Full Particulars, Special Quantity and Window Display Terms, Show Material, etc.

SHERLEY'S DOG & CAT FOODS & MEDICINES

DISTILLED WATER

AT

$\frac{1}{3}$d. PER GALLON

By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, *not* condensed water from steam service pipes.

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING

BROWN & SON, LTD

Alembic Works, Wedmore St., London, N.19

WE SUPPLY

DECORATED TINS

FOR PACKING

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AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.

CALDICOT, Nr. CHEPSTOW, Mon.

WATER GLASS

We are the largest Water Glass packers and can offer you safe and attractive packages. Customers 'own name' designs, enamelled tins, etc.

Please send for quotation together with full range of packings

TOMLINSON & HAYWARD LTD.

Manufacturing Chemists

LINCOLN

WE SERVED YOUR FATHERS!
WE SHALL SERVE YOUR SONS!

We admit to being very proud of our record of 110 Years of unbroken service, and we are confident that, with the opening of our new factory at Andover in the near future, we shall be in a still more favourable position to fulfil your every demand. We are, in fact, making definite plans to offer you better service than you have ever known.

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WESTMINSTER COLLEGE OF PHARMACY

Founder: G. S. V. WILLS, P.C. Principal: P. H. WOODNOTH, Ph.C., F.C.S. 'Phone: Reliance 3728.

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TERM COMMENCED JANUARY 4th.

Revision in all classes for April exam.

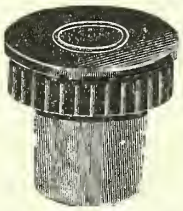
POSTAL COURSES

PREPARATORY COURSES in all Subjects.

Special Test Papers are available for revision.

Prospectus for Postal or Day Classes on application to the Principal: 190, Clapham Rd., London, S.W.9.

STOPPERS
AND BAKELITE SCREW CAPS



200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.

T. WEBSTER & Co., Ltd. *Telephone: Mountview* 0952
Diamine House, Middle Lane, Hornsey, LONDON, N.8

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Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.; or the College of Optics (F.C.O.)

Write for full particulars—
C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

PURE ORANGE WINE
A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

THE BEST VALUE TO-DAY IN GLASS COUNTERS AND SHOWCASES

The 'MARLBOROUGH' Glass Counter, well constructed in oak or mahogany, 6 ft. long by 3ft. high by 2ft. deep. Glazed ¼" drawn plate-glass, polished oak parquet floor, fitted glass shelf 12" wide. Sliding doors at back.

£10

The 'KINGSTON' upright showcase, 6ft. high by 2ft. wide by 2ft. deep, oak or mahogany frames, oak parquet floor, glazed throughout with ¼" drawn plate-glass and fitted 3 drawn glass shelves supported on movable brackets.

£10 : 10

Inspect these cases at our showrooms, where we have an extensive display of all types of shop fittings for the chemist.

RUDDUCK & CO.

219 and 227 OLD STREET, LONDON, E.C.1

TELEPHONE: CLERKENWELL 2371

"BARNETT FOR BOTTLES"

We shall be showing full ranges of our samples during BRITISH INDUSTRIES FAIR, 20th February and 3rd March, directly opposite OLYMPIA. (Take a note and give us a call.)

99 HAMMERSMITH ROAD, LONDON, W.14

JACK L. BARNETT LTD., 18 BASINGHALL ST., LEEDS, 1. *'Phone: 28447*

WINNER STOCKING DYES

Make OLD, FADED or SPLASHED STOCKINGS of any material like NEW again.

Smartly packed in Waxed Tubes and Cartons. Supplied in 12 Latest Stocking Colours:—Copper Beech, Suntan, Nude, New Brown, Beige, Bulrush, Cocoa, Florence Mills, Rose Glow, Smoke Grey, Dago, Gunmetal. Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with one gross. *Order to-day from:*

WHITAKER & CO. (Kendal) LTD.

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THE FINEST OBTAINABLE for WOOL, SILK COTTON, etc.

Smartly packed in Waxed Tubes and Cartons. Supplied in 24 Specially Concentrated Fast Colours:—Black, Navy Blue, Blue, Saxe Blue, Royal Blue, Fawn, Brown, Dark Brown, Nigger Brown, Purple, Lavender, Mauve, Green, Dark Green, Emerald, Red, Pink, Cherry, Old Rose, Grey, Cream, Yellow, Orange, Brick. Price 2/- per dozen. Retail 3d. per Tube. Very attractive Display Case free with one gross.

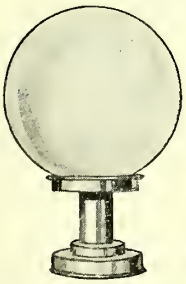
Dye Specialists for Chemists. KENDAL, ENG.

"LUMENA" ADVERTISING SIGNS

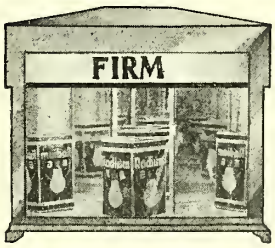
TO HELP YOUR SALES

COLOUR AND MOVEMENT SAY

"STOP—LOOK—BUY"



"LUMENA" SIGNS ARE DESIGNED FOR SHOP WINDOWS AND SHOWROOMS SHOWING CONSTANT MOVEMENT OF BEAUTIFUL COLOURS



LUMENA LIMITED, LAMBERT PLACE, SHEFFIELD 3

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BRONCHIAL
LOZENGES

A SEASONABLE LINE APPLY FOR SPECIAL TERMS

M.R.P. 1/-

PARKE, DAVIS & CO., BEAK ST., LONDON, W. 1.

Whiffen's Clove Oil

Distilled from Zanzibar Clove-buds only

Distinguished by its uniform pale colour

Also Almond Oil

Sandalwood Oil
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Revised Edition of
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Issued only to Qualified Chemists or Students.

An Ayrton "Opening Order" is never top-heavy, nor ballasted. It is not an alphabetical list of names and house-proprietaries, but a quantitative plan based on the capital available, and on our past experience and a knowledge of current practice. The revised edition is larger with a 10 × 8 in. page, printed on one side only, and where it is helpful a reference is made to illustration numbers in our General Price List.

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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is Inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

FEBRUARY 18, 1933

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

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THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS.

All advertisements intended for insertion in this Supplement must reach us not later than **FIRST POST THURSDAY MORNING**

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ESTABLISHED 1846 *Telephone No.: CITY* 2283

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—ASCOT (near).—High-class Retail Business; steadily increasing turnover, 1932 being £2,010; January, 1933, shows increase of over £60 on January, 1932; long lease, reasonable rental; vacant flat; modern shop, handsomely fitted; terms, goodwill £550, plus stock and fittings at valuation; every investigation invited.

2.—NORTH LONDON.—Good Middle-class Business with Optical connection; double-fronted shop; main road position; returns approximately £2,500, with scope for large increase in Optics; accountant's figures; net rent £85 per annum; held on lease; price £2,200, or valuation terms entertained; this is a thoroughly bona fide concern and worth attention.

3.—EDMONTON (near).—General Retail Business, until recently conducted as a Drug Store; returns at present about £30 weekly, increasing; main road position; double-fronted corner shop; net rent £22 10s. per annum; small living accommodation; price about £850 or value of stock and fixtures and an agreed sum for goodwill.

4.—SURREY (new suburb).—Middle-class Business in growing neighbourhood; returns under management approached £1,500 last year; scope for increase under personal supervision; double-fronted shop in main road; good living accommodation, bathroom, garden and back entrance; room for garage; new lease; price about £950, or valuation terms entertained; stock would be reduced if required.

5.—HARROW.—Good-class Retail and Dispensing Business for sale on account of continued illness; returns, present rate under management, £1,600; no doubt the business could be resuscitated under the right management; good house attached; stock estimated to be worth £600; it is essential that the Vendor retires without delay, and therefore the business is for immediate disposal; further details on application.

6.—ESSEX SUBURB.—General Retail and Dispensing Business in good-class suburb; returns last year under management exceeded £1,700; we have made an inspection and formed the opinion there is scope for increase; modern developments at present taking place in the immediate vicinity; attractive shop; new lease; valuation terms entertained; stock would be reduced if so desired.

7.—LONDON, EAST.—General Retail Business with small N.H.I.; returns, exclusive of N.H.I., £20 weekly under management; double-fronted corner shop; rent £125; sublet £78; long lease; price valuation of stock and fittings only, about £500.

8.—WEST BROMWICH (near).—Cash Retail Business with Kodak Agency and N.H.I.; returns under management £1,800 per annum; double-fronted shop in prominent position; large six-roomed house; rent and rates about 26s. weekly; held on lease; terms £250 plus stock and fixtures at valuation, or £900 all at; this business personally conducted would show a net profit of between £400 and £450 per annum, and at the price offered it is worth immediate attention.

9.—WESTCLIFF.—General Retail and Dispensing Business for immediate disposal; returns last year exceeded £1,900; gross profit 40 per cent.; large well-fitted double-fronted shop; stock and fixtures worth about £400; new lease will be granted at rental to be agreed; price £600 or offer.

10.—WEST WALES.—Old-established Retail and Dispensing Business with Wines, Spirits, Seeds, etc.; returns £3,400; good living accommodation with bathroom and garage; terms, valuation of stock and fittings only £1,500; there are three shops, one held on lease; the freeholds of the others can be purchased; further details on application.

11.—HANTS (COAST).—General Retail and Dispensing Business with Kodak and Rexall Agencies; returns at the rate of approximately £2,400 per annum, increasing; gross profit about 40 per cent.; living accommodation; room for garage; premises may be purchased or lease would be granted; large double-fronted shop well fitted and fully stocked; price to be arranged.

12.—YORKSHIRE.—Medium-class Business with Kodak and Rexall Agencies; returns approach £1,450, with gross profit £484; five-roomed house; back entrance; rent £90; held on lease; price about £850 or £125 goodwill, plus stock and fixtures at valuation.

13.—DORSET COAST.—Cash Retail Business, with Kodak Agency; rapidly increasing turnover; will average between £40 and £45 per week this year; excellent position; double-fronted shop, fitted in light oak; good house and bathroom; long lease; price £1,300, which represents £200 goodwill.

14.—WIRRAL.—Good-class Family Business, with Optical connection; established 1912; turnover exceeds £1,700, which shows a net profit of about £400; the premises occupy a good position facing the station; double-fronted shop, very well stocked; rent £75; sublet to dentist £35; price with Optical £950, or without Optics £850; ill-health cause of sale.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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ESTABLISHED 1870

1.—SURREY.—High-class Business in best position of riverside town; returns last year over £2,000, at good profits, steadily increasing; handsome modern Pharmacy, with excellent flat over; long lease; price valuation, plus reasonable goodwill; personally recommended.

2.—ESSEX (40 miles out).—Light country Retail Business; pleasantly situated; easily worked; returns over £2,100; books audited; low rent; small house attached; corner shop, well stocked; price £1,250.

3.—HANTS.—Cash Drug and Photographic Store; returning under manager £817; excellent profits; fine chance for qualified proprietor; central position, nice town; low rent; price £500.

4.—LONDON.—Old-established City Business, in prominent position; present returns average £43 weekly; good profits; large modern-fronted shop; held on lease at moderate rent; price £1,400.

5.—NORTH LONDON (Few miles out).—Light Family Retail and Dispensing Business; newly established; present returns £22/24 weekly; corner shop, with excellent flat and garden; stock and fixtures worth £450; price £600.

6.—SOUTH COAST.—Old-established good-class Retail and Dispensing Business; returns under manager £1,750, capable of much increase; lock-up shop, fine position, well-fitted and stocked; price £1,150.

7.—BERKS.—Light Country Retail Business; pleasantly situated; returns over £900; scope for increase; modern Pharmacy; with good house and garden; price £100, plus valuation of stock and fixtures, in all about £600.

8.—NORTH MIDLANDS.—Good-class Semi-country Business, with Optics; returns £1,725; net profit £395; stock and fixtures worth approx. £900; illness necessitates early sale; price £1,100, or £875 without Optics.

9.—LONDON (Western Suburb).—Old-established cash retail, in excellent main road position; average returns last 3 years £1,900; very profitable; house attached; rent £100; 14 years' lease; cash price £1,000.

10.—LONDON (Essex Suburb).—Sound Working-class Cash Retail Business; present returns average over £20 a week; rent only £36; long lease; comfortable house; price £500, or £225 and stock at valuation.

Special Notice.

BUSINESSES WANTED.

Having successfully negotiated the sale of several businesses lately, we are urgently in need of sound concerns in all parts, and particularly in LONDON SUBURBS, HOME COUNTIES, SOUTH COAST, MIDLANDS and WEST OF ENGLAND where a net profit around £500 a year can be shown; we have a large number of genuine cash buyers waiting to be suited and are able to effect quick sales without publicity. Correspondence cordially invited from intending Vendors which will be treated in the strictest confidence.

VALUATIONS FOR SALE. PROBATE & STOCKTAKING PERSONALLY CONDUCTED BY PRINCIPALS.

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Prospective purchasers of businesses (all descriptions) are invited to communicate with the full assurance that all confidences will be strictly observed. Service and Assistance rendered without obligation or expense.

The following businesses have in the main been visited, and are recommended to appropriate would-be purchasers.

(C1) LONDON, S.W. (RESIDENTIAL SUBURB).—Modern pharmacy with flat above available for purchase owing to ill-health; turnover for financial year recently ended, £3,125; net profit upwards of £600; definite prospects of early increase up to at least £4,000; rent £160 per annum; lease 19 years unexpired; purchase price asked £2,000 to include stock, fixtures, lease and goodwill (offers considered).

(C2) LIVERPOOL.—City business in commanding position, capable of showing an excellent net income to an owner-proprietor; present returns £35–£40 weekly; high percentage gross profit; reasonable overheads; no near opposition; purchase price £950, including stock and fixtures estimated at £800; exceptional opportunity for chemist adapted to, and desirous of acquiring, a business of this type; audited figures available, and every facility granted for personal investigation.

(C3) LONDON, WEST.—Very old-established business, which has not for some little time been fully exploited owing to private circumstances. The business has in the past, however, done extremely well, and there is no reason why, under new ownership, it should not regain its former level; rent £100 per annum; good lease; present returns approximately £25 weekly. Further particulars will be forwarded to *bona fide* prospective purchasers upon application.

(C4) LONDON, S.W.—Old-established retail business with wine licence and small optical connection, situated on main road of very busy thoroughfare; present returns approximately £45 weekly, should be well capable of further increase; living accommodation; large N.H.I. panel; purchase price by negotiation.

(C5) SOUTHAMPTON (NEAR).—Established retail business with living accommodation; average turnover approximately £1,500 per annum, with definite scope for increase; rent £90; purchase price £900, including stock, fixtures and goodwill; offers considered.

(C6) NOTTINGHAM.—Good retail and dispensing business (lock-up) with excellent potentialities; present returns average between £35 and £40 per week, having shown steady and consistent increase during the past six months; premises occupy prominent position in busy thoroughfare; the opportunity is an excellent one for a chemist with enterprise and initiative; stock and fixtures recently valued, total approximately £900, and for a quick sale an all-in figure of £1,000 will be accepted; reasons for disposal are quite genuine.

(C7) NEWCASTLE (NEAR).—Old-established pharmacy (lock-up), prominently situated in thickly-populated district; present returns approximately £1,250 per annum; rent £40; good scope for increase; purchase price £850, which comprises less than the estimated value of stock and fixtures.

(C8) LONDON, S.E.—Pharmacy (lock-up) centrally situated, near to leading railway termini; valuable connection with medical students, etc.; returns average upwards of £26 weekly; rent, inclusive of rates, £58 per annum; good reasons for disposal; purchase price £650, or near offer, including stock approximately £400.

(C9) INLAND SPA RESORT.—Well-established business, which has been under present ownership for nearly 20 years, is offered for sale at a reasonable figure; returns for last financial year £1,831, with net profit £432; good living accommodation; rent £110 per annum; small optical connection; purchase price, goodwill £350, plus stock and fixtures at valuation or by agreement.

(C10) BIRMINGHAM (SUBURB).—Quick counter-trade pharmacy, with good photographic connection and N.H.I.; returns for last financial year approximately £1,800; rent and rates £67 including six-roomed house with garden; scope for further increase under personal proprietorship; present net profit to owner proprietor approximately £400 p.a.; for a quick sale the business can be acquired at a figure which represents a splendid profit-earning investment. Further particulars to *bona fide* prospective purchasers upon application.

(C11) SUFFOLK COAST.—Unopposed business with living accommodation, for disposal together with freehold property, at a reasonable figure; present returns approximately £1,200 per annum, with genuine scope for increase if full possibilities are exploited; the business has recently been valued, and authentic figures are therefore available as a basis for negotiation; net profits for last financial year approximately £350. Further particulars will be forwarded in strict confidence to *bona fide* applicants.

(C12) TEES-SIDE.—Old-established retail business with wine licence, for quick disposal; returns for 1931–32 financial year £3,229; premises excellently positioned; low purchase price, which includes a heavy stock. Further particulars in strict confidence to genuine prospective purchasers.

(C13) NORFOLK—MARKET TOWN —Very old-established business, with large self-contained house attached; returns for last financial year upwards of £2,000; this year's figures show a slight increase over the previous corresponding period; rent, £80 per annum; purchase price for quick sale, goodwill £250, plus value of stock and fixtures (estimated at £1,250 all-in).

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Enquiries solicited

BUSINESSES FOR DISPOSAL.

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AYLESBURY DISTRICT (BUCKS).—Unusual opportunity for Qualified Assistant; urgent personal reasons; goodwill and stock about £250; lock-up shop; low rent; main London road; no opposition; trade can be doubled; Ucal and Kodak Agencies; N.H.I.; immediate possession; address, in first instance Wellsteed's, 1 Bourbon Street, Aylesbury. Phone 128.

BIRMINGHAM SUBURB.—A rare opportunity to acquire a really sound progressive Business doing £1,100 per annum; N.H.I. 600 per month; net profit £375; well stocked and nicely fitted; lease 7 years to run; rent £52 and rates; no near opposition; books kept; every investigation; corner position; small house attached; quick sale, £775. 372/21, Office of this Paper.

BRIGHTON.—Chemist, main road, fine double-fronted shop; living accommodation; long lease; Kodak; good mahogany fittings; National cash register, £90. Avery's weighing machine, £39. Stock £400; sound reasons given for selling at very low price of £700 inclusive; sound, good, reliable business; fine opportunity. Apply Chemist, 41 Park Crescent, Brighton.

BRISTOL.—Main street position; old-established (50 years) Druggist's business with Post Office for sale as going concern; owner retiring; good scope Dispensing for qualified man; price, £1,750 freehold and business all at. Apply Chaffey & Chaffey, 38 Baldwin Street, Bristol.

CUMBERLAND COAST.—Good-class Retail; returns average approximately £1,000 per annum; rent £52 per annum; first-class living accommodation; excellent opportunity for energetic man; purchase price £650 all in. "Chemist," c/o Geo. Little, Chartered Accountant, 400 Moorgate Station Chambers, London, E.C.2.

ESSEX.—Rapidly developing main thoroughfare, corner position, large Pharmacy, magnificently fitted in oak at a cost of £500; established 4 years; lease 17 years to run; at present under management; turnover can be more than doubled by private enterprise; stock about £150; accept £400 all at, or nearest offer. 372/12, Office of this Paper.

LEEDS.—Unopposed Suburban working-class; old-established; returns average £1,250; N.H.I. 600 monthly; five-roomed house; property £750; goodwill and fixtures £300; stock at valuation, about £300; £700 cash and mortgage will purchase. Marsden, Valuer, 29 Oakwell Crescent, Leeds. Phone Roundhay 62890.

LONDON, N.—Chemist's Business in working-class district with no opposition; rent £60 per annum (inclusive); has taken over £14 per week under personal supervision; 20 years lease; nearest offer to £300 secures; only wants seeing; N.H.I. scripts over 300 per month; opened March, 1932. Apply 371/9, Office of this Paper.

LONDON, S.E. SUBURB.—Branch Business for sale; large double-fronted lock-up shop in main road position; bus and tram stop; two minutes to railway station; fitted throughout in mahogany; Kodak and Selo Agency; capable of large increase under personal management. 372/2, Office of this Paper.

LONDON (S.W. Suburb).—Well-fitted Shop, with living accommodation; long lease at reasonable rent; turnover averages £1,575 per annum under management; should increase considerably under personal control; price £250, plus stock at valuation; part purchase might remain. Preston & Partners, 29 Ludgate Hill, E.C.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tels.: CITY 1261-2-3-4*
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

LONDON, S.E.—Small neglected Business in working-class district returning £7 10s. weekly (average) under management, N.H.I. and Kodak Agency; 13½ years unexpired, with option of further 4, at £2 per week inclusive; let-off yields 10s. weekly; scope for working Pharmacist Proprietor; price £350 all at, or valuation terms arranged. "Phœnix," 216/740, Office of this Paper.

LONDON SUBURB, Busy District.—Established Business; good Photo and Toilet Trade; small Dispensing, including good D. & P. Trade; takings £1,300; small expenses; rent £55; lock-up Shop; showing clear profit of £300; low price for quick sale; fixtures and fittings £200; stock at value, about £300 to £350; part can remain. 371/32, Office of this Paper.

MIDLANDS.—Old-established Family Dispensing Business; industrial area; good lease; low rental; lock-up shop; easily worked; part could be let off; average turnover £1,350; N.H.I. £150; goodwill £200, plus stock and fixtures at valuation. 371/28, Office of this Paper.

NEAR BOURNEMOUTH.—Chemist's Business for Sale; takings at present under management £14-15 per week; scope for increase under personal supervision; double-fronted shop, well fitted, with nice flat over; value of stock and fixtures about £480; reasonable offer considered; further information to applicant sending references. 371/39, Office of this Paper.

S.E. SUBURB.—Light Retail and Dispensing, with Photo; turnover averaging £1,230; over 2,000 N.H.I. per annum, certified figures; practically unopposed position, drawing upon middle-class residential clientele; a younger proprietor could expand this proposition, lease 13 years unexpired at £1 per week inclusive; lock-up, with back parlour; full details on application. "Statim," 216/739, Office of this Paper.

YORKS (Seaside).—Middle-class mixed Business with Kodak Agency; double-fronted; nicely fitted; turnover last three years averages over £1,400 (last year £1,450, net profit £365); rent and rates under £70; house attached, available if required; steady business winter and summer; price £700, includes stock £500-£600, which can be reduced. 370/26, Office of this Paper.

YORKSHIRE.—Prosperous Business with big turnover and good profits, suitable for partners, as scope is almost unlimited; Family, Agricultural and Photographic; owner wishing to retire, or will consider partner; price £4,200; particulars to genuine inquiries only. 370/25, Office of this Paper.

DEATH VACANCY.—Chemist's Business in good-class residential neighbourhood, South Coast; Kodak Agency; six-roomed house with private entrance; freehold property; £1,100, stock and fixtures £350 (approx.); must be sold; exceptional opportunity. Enquiries to Mrs. Duckett, 14 Avenue Road, Weymouth. No agents.

DISPENSING Business, established 70 years, S. Coast; approximate returns £2,000; good house, garden, side entrance; exchange country business, Warwickshire, Shropshire, &c.; lease 17½ years; rent £120, rates £40; goodwill, lease, fixtures £1,400; stock at valuation. Senna, c/o Evans Sons Lescher & Webb, Ltd., 50 Bartholomew Close, London, E.C.1.

ESTABLISHED OVER FIFTY YEARS.—Chemist's Business for Sale in growing town in Midlands owing to decease of owner. weekly turnover averages £32 under neglected management; rental £1 per week; two-storey warehouse and living accommodation; books audited and open to inspection; price £1,350 or nearest offer; bankers' reference required. Reply 371/31, Office of this Paper.

HERBAL DRUG STORES.—Best position, main road, South London, no opposition, neglected through illness; fine opportunity for beginner with little capital; everything shown purchaser; domestic troubles cause of sale; stock, fittings, goodwill, lease, rent, 30s. weekly inclusive; parlour, light (electric), water; £100 or nearest offer for quick sale. 304a New Cross Road, S.E.14.

£100 Deposit (balance by small payments) secures Compact Chemist's Business in South London; net profit, after paying low rent and rates and sundry expenses, £5-£6 per week; capable of increase under owner-manager; good references essential. Write for address. Full details to genuine enquirers at interview. 371/16, Office of this Paper.

£220 OR OFFER.—Drug Store, main road, tram and bus route; busy London (E.) District; well fitted; increasing returns, mostly in Toilet Goods; would be considerably more if Dispensing and Photography added; scope for qualified; large living accommodation; long lease; low rates. Further particulars at interview. 371/19, Office of this Paper.

BUSINESSES WANTED.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRADFORD OR DISTRICT.—Good retail Chemists, with Photography and N.H.I. preferred; no Optics; showing net profit of £500 or £600 per year; kindly give full particulars in confidence; cash transaction. 369/6, Office of this Paper.

GENUINE Business required, near coast; turnover at least £5,000, overheads in proportion; cash waiting. Apply Orridge & Co., 56 Ludgate Hill, E.C. Telephone: City 2283.

CHEMIST'S BUSINESS in Midlands or East London, returning £2,000 per annum, with living accommodation, rent about £70 per annum; Optics not essential; all information treated in strictest confidence. Apply 216/741, Office of this Paper.

GOOD-CLASS Business required immediately; Midlands preferred, but not essential; turnover at least £5,000; purchaser can take over immediately. Apply to Orridge & Co., 56 Ludgate Hill, E.C. Telephone: City 2283.

WANTED, Newcastle or Gateshead district, sound Chemist's Business; Drug Store with good prospects entertained; quick purchase. Particulars, treated in strict confidence, to "Cash Buyer," 371/14, Office of this Paper.

DIRECTORSHIPS

ADVERTISER desires interest or Directorship in Wholesale Chemists' Sundries Business; may purchase outright. Communications 216/742, Office of this Paper.

SALES BY AUCTION.

Removed from Barnet for Sale Convenience.
Sale Rooms: 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.
Chemists' Fittings, Drug Run, Wall Showcases, Glass Counters, Silent Salesmen, Tills, Cashier's Desk, Display Stands, Glass Shelves, Office Furniture, &c.
B. NORMAN AND SON
will Sell by Auction at their Rooms, Wednesday, February 22, at one.
View day prior. Catalogues on application.

By Order of Mr. J. A. Hays, in consequence of retirement from Business.
147 FORE STREET, UPPER EDMONTON.
The Stock-in-trade of a Chemist, together with the Fixtures, Showcases, National Cash Register and other effects will be Sold by Auction in lots by
B. NORMAN AND SON
on the premises as above, Thursday, February 23, at one.
View day prior. Catalogues of the Auctioneers, 5 Little Britain, London, E.C.

SPONGES.

FOR PUBLIC AUCTION WITHOUT RESERVE

119 Packages of Honeycomb, Fine and Leathers, all in single case lots, on Wednesday, March 1, 1933, at 2 p.m., to be held at the LONDON COMMERCIAL SALE ROOMS, Mincing Lane, E.C.3.

Goods lying and on show at Mark Brown's Wharf, Tooley Street, S.E.1, from February 27 to time of sale.

Catalogues, now ready, can be obtained from the selling brokers—

BROOKES & GREEN, LTD.,
38 Mincing Lane,
London, E.C.3.

LEGAL NOTICE.

SCHERK (LONDON) LIMITED.
The Companies Act, 1929.
NOTICE IS HEREBY GIVEN, pursuant to Section 238 of The Companies Act, 1929, that a Meeting of the Creditors of the above-named Company will be held at 255 Baring Road, Grove Park, London, S.E.12, on Friday, the 24th day of February, 1933, at 11 o'clock in the forenoon for the purpose, if thought fit, of nominating a Liquidator and of appointing a Committee of Inspection.
Dated this 14th day of February, 1933.
M. NOTTINGHAM, Secretary.

PARTNERSHIPS.

DIRECTORSHIP OFFERED in Private Limited Company, with position as Manager at £4 per week; investment required, £300 to £400. Box, J181, Lee & Nightingale, Liverpool.

PARTNER, Qualified, wanted for newly-established attractive Pharmacy in good-class residential N.W. suburb, one with practical knowledge of D. & P. Service preferred. 371/18, Office of this Paper.

AGENCIES.

AGENTS Wanted for definite areas, with connection among Chemists, for new Proprietary Article, London and Provinces; reply in confidence. Everwarm Pad Company, 85 Gracechurch Street, E.C.3.

PREMISES TO LET.

BLACKPOOL.—Double-fronted Shop and house now empty, 6 years Chemist, main shopping street, well situate for residents and visitors, with living accommodation; also good corner shop in view of Promenade, and house with separate house entrance. Owner, 189 Church Street, Blackpool.

LONDON (Outer Northern Suburb).—Opportunity for Chemist to open a new business in a pleasant residential neighbourhood; modern shop with living accommodation; prominent position; district rapidly developing; property can be purchased or rented on lease. For further particulars apply to Ernest J. George, Sentinel House, Southampton Row, W.C.1. Telephone: Holborn 9200.

OUTER WEST LONDON Suburb.—Fine position, no opposition; multiple neighbours; new shop and flat; rent only £200 p.a.; unique opportunity. Apply Atkinson & Marler, 21 Maddox Street, W.1. Mayfair 2874.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.
FOR GENTLEMEN. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRISTOL.—Wanted, end of March, young Qualified Assistant for dispensing and counter, must be experienced and have excellent references. Apply, stating age, salary expected and full particulars, to Hawker, 129 Gloucester Road, Bristol.

DURHAM COUNTY HOSPITAL.—Pharmacist wanted for Dispensing and routine clerical duties in general Hospital; M.P.S. essential; non-resident; hours 9 to 5, Saturdays 9 to 12.30; dinner and tea provided. Applications, stating experience, age and salary required, to be sent not later than February 24 to Wm. R. Wilson, Secretary, 79 Saddler Street, Durham.

LONDON, N.—Capable Unqualified Assistant; age 20 to 25; good window-dresser and live salesman essential. Applications, stating particulars of experience, age, height, salary expected and enclosing photograph, to 369/11, Office of this Paper.

LONDON, N.W.—Required, Young Qualified Assistant (male), not over 25, with good personality and address; accustomed to High-class Dispensing Business. State full particulars and salary required to "Hampstead," 371/4, Office of this Paper.

LONDON, N.W.10.—Qualified Gentleman Assistant for working-class business; young, but experienced, preferred. All particulars in first letter, please. Replies unanswered in six days respectfully declined. 371/29, Office of this Paper.

LONDON, W.—Manager, qualified, with view to purchase on easy terms; £200 deposit, with interest, share of profits and salary of £4 per week; middle-class business; large Photo and Toilet, small Dispensing; lock-up shop; takings average £25 per week. 371/13, Office of this Paper.

N.E. LANCASHIRE.—Qualified Branch Manager required. Submit full particulars. Applications not answered five days declined with thanks. 372/26, Office of this Paper.

TEESIDE.—Assistant about end April; good-class suburban business; all-round man; good window-dresser essential; one fully qualified in Optics preferred; no Optics at present, but excellent position and prospects; salary and good commission on Optics; state age and usual particulars; applications not answered in ten days declined. 368/37, Office of this Paper.

A QUALIFIED Assistant required for good-class business; Home Counties; accurate Dispenser, courteous Counterman with initiative, good Window-dresser and knowledge of Photography. Apply with full particulars, age, experience, salary required, &c., to 371/5, Office of this Paper.

A SURGICAL FITTER required (male); thoroughly experienced in fitting all types of trusses, suspensories, elastic hosiery, abdominal belts and supports; only experienced men who can start immediately need apply; address in own hand-writing, giving full particulars of experience, age and salary required to 216/735, Office of this Paper.

ASSISTANT.—Qualified young lady needed; salary to start £2 10s. per week; please give full particulars to W. J. Fisk, 35 Bernard Street, Southampton.

CHEMIST-OPTICIAN required to manage small business in industrial neighbourhood of Yorkshire city; age 40 to 45; single preferred; position offers possibilities to right man. Apply, stating qualifications, wages required, which must be moderate to commence, to 371/38, Office of this Paper.

CHEMIST.—Wanted, a competent qualified man M.P.S., as Manager and Buyer, to have control of up-to-date central shop and supervision of one branch; must have had first-class experience; Optical Certificate an advantage. Applications, giving full particulars of experience and stating age and salary expected, and enclosing copies only of recent testimonials, to be sent not later than Friday, February 24, to the Secretary of the Hartlepools Co-operative Society, Ltd., Stockton Street, West Hartlepool.

FIRST-CLASS Junior Assistant wanted at end of March for West Midlands residential town; good knowledge of window-dressing essential; give age, height, salary required and full particulars of experience. 370/21, Office of this Paper.

LADY Assistant; unqualified; used to Counter; must be pleasant and agreeable to customers; little Dispensing at first. Apply personally to Alter, 13 Park Parade, High Road, North Finchley.

LADY CHEMIST Manageress wanted for small branch; must be smart Dispenser and be prepared to take a real interest in the requirements of working-class Co-operative customers; progressive salary on Society's scale. Application form from the Secretary, Ten Acres and Stirchley Co-operative Society, Ltd., Umberslade Road, Stirchley, Birmingham.

MANAGER for middle-class business, Southern County; qualified, married; used to complete control of single-handed business (with boy). Apply, stating age, salary (house free), when disengaged. Send no photos or references in first instance. 371/7, Office of this Paper.

NEVILLE BOOTH.—Dispensing Chemist, 44 Cannon Hill, Old Southgate, N.14, requires Junior Assistant who has been through regular apprenticeship and has had experience of high-class family suburban Dispensing and Retail Business; copies of testimonials may be sent; letters unanswered in four days respectfully declined; send full particulars in first letter.

QUALIFIED Assistant for 2 or 3 months; duties light; young man would do; Lake District. State salary required and full particulars, 371/40, Office of this Paper.

QUALIFIED, capable of taking complete charge; must be good Window-dresser; energetic, absolutely trustworthy; fullest particulars and salary required first letter; photo. if possible. Apply T. L. Curtis, 38 Station Street, Swinton, near Rotherham.

QUALIFIED Lady required; one able to take charge of a small business within easy reach of London; must have a cheerful manner and be obliging to customers; applications unanswered within seven days respectfully declined. W. E. Mason, 89 Acre Lane, Brixton, S.W.2.

QUALIFIED Young Lady Manager wanted in Provinces, 50 miles from London; reply, stating age, experience, references, with photograph, to 369/33, Office of this Paper.

REQUIRED immediately, Qualified Assistant (male) for country business, Yorkshire; age 28-35. State age, experience, salary required and when able to commence, 371/25, Office of this Paper.

RETAIL CHEMIST, age 50 or over, wanted in Clinic, marketing new and exclusive treatment for Catarrhal diseases; personal consultation and mail order; apply in first instance by letter, giving record of experience, degrees, salary, &c.; permanent position to the right man. Box C.7650, c/o Dawson's, 129 Cannon Street, London, E.C.4.

TIMOTHY WHITES require a really capable Qualified Manager, not under 25 years of age; applicants must be energetic and possess ability; good prospects and free removal. Apply, stating experience, age, salary required and full particulars, to Assistant Secretary, Timothy Whites (1928), Ltd., Portsmouth.

UNQUALIFIED, immediately, male, about 25, for family trade; write or call Sunday. 59, Hillside, Stonebridge Park, N.W.10.

WANTED, Qualified, either sex, for small branch; energetic; good address and good character; no photos first letter. Full particulars to Carr, c/o Mr. Collis, 17 Corporation Road, Grimsby.

YOUNG Energetic Qualified Manager for South Coast Pharmacy; business ability; conversant high-class cameras; Optics an advantage; unimpeachable references; permanency right man; particulars experience, age, salary; enclose photograph, stamped envelope for return. Apply 368/38, Office of this Paper.

WHOLESALE.

AN Established and Progressive Proprietary Manufacturer requires Representatives with established connections amongst Qualified Chemists in London area; previous experience with first-class firm essential; generous commission and part expenses paid; full particulars of age, past experience and commission required. 216/734, Office of this Paper.

FIRM in Liverpool District manufacturing range of nationally advertised preparations requires the temporary services of a qualified Chemist to conduct analyses, &c., and to discuss manufacturing problems; the appointment will be guaranteed for three months. Fullest details, which must include salary required, to 216/737, Office of this Paper.

OPPORTUNITY occurs for men with high-class connections among Chemists, qualified preferred but not essential; car an advantage; territories; Midland counties, West of England and South Coast; those with initiative apply 368/33, Office of this Paper.

PROGRESSIVE Manufacturers with old-established connection require the services of a representative, qualified preferred, to call on Chemists in South Yorks, Notts, Lincs, Leicester and Northampton; fullest particulars of experience required, giving age and stating whether any connection on territory; applicants will be required to provide their own car. 216/724, Office of this Paper.

REPRESENTATIVES required for Yorkshire, Cheshire, Lancashire, also South-West of England and Wales, to carry on a commission and part expenses basis, Toilet Articles; must have a sound live connection with Chemists. 371/30, Office of this Paper.

REPRESENTATIVE travelling Birmingham and district required, on liberal commission basis, by old-established house; to call on Chemists with an exceptional new line (nothing similar on the market); also with well-known lines. Write, stating experience and lines now carried, to Box 8676, c/o F. Wilson, 101 Hatton Garden, E.C.1.

REPRESENTATIVE required to call upon Chemists and Allied Trades in South Wales and Bristol. Applicants must give details of age and experience. Salary, expenses and commission basis. Reply 216/738, Office of this Paper.

REPRESENTATIVES, preferably qualified, required to call on Hospitals, Poor Law Institutions, Nursing Homes, and Welfare Centres in the following territories: (1) Lancashire, Cheshire, North Wales and Derbyshire, (2) Midland Counties; applicants should give their age and full particulars of past experience, stating whether they have any connection on the territories named, and must be in a position to provide their own car; established connection of many years' standing to hand over. 216/725, Office of this Paper.

REQUIRED for Scotland by high-class Manufacturing Biological and Pharmaceutical Chemists, representative with good education and connections among medical profession and hospitals; knowledge of medicine an advantage; residence in Scotland essential. 216/736, Office of this Paper.

THE Proprietors of well-known and popular lines of Toilet Paper Articles selling in all the principal towns require fully experienced Representatives on a commission basis in a few territories; subsequent salary and commission if satisfactory. 216/728, Office of this Paper.

VACANCIES occur for real live Salesmen with connection Hairdressers and Chemists, good commission; toilet goods, &c., can be run as side lines. Stephens & Co. (Btn.), Ltd., 102 Eastern Road, Brighton.

WANTED, by a small progressive Perfumery House, Young Man thoroughly experienced in the making of Face Powders, Compacts, Creams and Lipsticks, to take charge of factory. Write fully in confidence, stating experience, salary required, Box 244, Sells, Fleet Street, E.C.4.

WET Room Assistant, also experienced Pill and Tablet Maker required. Apply in writing to Hirst Brooke & Hirst, Ltd., Sheepscar Works, Leeds, giving full particulars, references, &c.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—ASSISTANT, unqualified; tall; 19 years' experience; highest references; abstainer; disengaged. Alexander, 189 Southampton Street, S.E.5.

A.A.—LOCUM OR PERMANENCY (full or part time); Dispensing, Counter, Windows, Photography. H., 3 Cancell Road, S.W.9.

A.A.—QUALIFIED (28), excellent experience in all branches, Photography, Window Dressing, &c. 3 St. James Mansions, West End Lane, N.W.6.

A.—ASSISTANT (25), unqualified, first-class Dispensing, Counter, Photographic, Window Dressing, book-keeping experience, quick and capable, requires responsible position; has managed. Dakin, 335 Derby Road, Lenton, Nottingham.

A.—QUALIFIED (28), tall, conscientious; 12 years' London and provincial experience as Manager and Assistant; requires position as Manager or Senior. "Chemist," 65 Kensington Gardens Square, London, W.2.

A QUALIFIED Experienced Manager, disengaged, desires permanency, London or suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

ASSISTANT, Unqualified (36), desires position, any capacity, Dispensing, Counter, Windows; any district; free now. Geo. Dodd, 2 Orchard Cottages, Church Road, Malvern Links.

ASSISTANT, Unqualified, West End experience, desires progressive post in or near London; Photographic knowledge. Bayes, Church Square, Guernsey.

ASSISTANT (22); unqualified; 4 years' good all-round experience. Griffiths, c/o Rowe, Pharmacist, Narberth, S. Wales.

ASSISTANT, unqualified, active; first-class Dispensing experience; single; permanency; personal interview; free any time; London only. Jones, 8 Kingswood Avenue, Queens Park, N.W.6.

BRANCH Manager, qualified, offers thoroughly competent service; successful record; disengaged shortly through disposal. "M.P.S.," 40 Greenwrythe Lane, Carshalton.

CAPABLE, Unqualified, (45), quick, accurate Dispenser; Counter; Windows; expert Surgical Fitter; excellent references. A. B., 2 Walham Grove, Fulham.

COLLEGE-TRAINED Agriculturalist desires post as Articled Assistant in any district; tactful, good address. Steele, Hatton, Sbifnal, Salop.

DISPENSING and Photographic Chemist (M.P.S.); young, married; well trained and experienced; seeks Progressive Situation; live interest or Managership with view to succession. 371/22, Office of this Paper.

DISENGAGED; locum or relief; thoroughly competent; experienced; industrious; reasonable terms; town or country. Chemicus, 56 Rudloe Road, Balham, S.W.12.

DISPENSER (Hall) or Lab., Assistant requires position; bookkeeping; panel experience; references. Miss Wakefield, c/o Mrs. Bedford, School Lane, Laindon, Essex.

DISENGAGED, qualified, experienced Pharmacist; accustomed rapid Dispensing; locum (or permanency, view to purchase). Statim, 57 Kenninghall Road, E.5.

EXPERIENCED Junior (19); good Salesman, Stockkeeper, Window-dresser; little Dispensing; able to take charge during lunch, &c.; used to hard work; willing. King, 56 Golders Manor Drive, Golders Green.

EXPERIENCED Qualified Assistant (23) desires a post as Manager or Assistant; smart Salesman and Window Dresser; sound photographic experience; excellent references. Andrews, 26 Downs Road, Clapton, E.5.

LADY occupying similar positions during last ten years would add to her work in business, cooking and all light household duties for a bachelor or widower chemist in London; good in Retail and Stockkeeping; some Dispensing; late employer will testify as to industry, integrity and tact at the counter. S., 12 Doria Road, Hurlingham, S.W.6.

LADY, unqualified, seeks post; 10 years' experience; Dispensing, Counter and Stock; energetic and trustworthy; London preferred. 372/22, Office of this Paper.

LADY (32), unqualified, seeks post in or near London; fully experienced Dispensing, Photographic, Bookkeeping; capable, energetic, trustworthy. 370/10, Office of this Paper.

LOCUM; Qualified; experienced; (36); any time, anywhere. Write Ridsdale, Blendworth, Horndean, Hants, or Home Leigh, Hornchurch Road, Romford.

LONDON.—PART TIME during rush hours; twelve years' experience; good in every branch of Pharmacy; age 30; well recommended; free daily from 4 p.m. H. J. M., 23 Garway Road, W.2.

M.P.S., F.B.O.A. (34), seeks Responsible Position, preferably South; thoroughly conscientious, courteous Salesman and experienced in all branches of modern pharmacy; would consider Optics on participation basis; own equipment. 370/19, Office of this Paper.

MANAGER or Assistant (Qualified), town and country experience; Photographic; excellent references; accurate Dispenser; successful prescriber; conscientious, hard worker; disengaged. Gibbs, The Cottage, Hamptou, Evesham.

NORTHERN General Business, Agricultural, Dispensing, Photographic; 5 ft. 10 in.; middle age; qualified; capable any position; £4. "Chemist," 1 Borrage Green Lane, Ripon.

PART-TIME, required, lady, Qualified, in or near London, M.P.S. 29 Meadow Road, Pinner.

POSITION required as Manager or Assistant; over 12 years' West End experience. T. Wellspring, 18 Woodchurch Road, West Hampstead, N.W.6.

QUALIFIED M.P.S.—Manager; middle-aged; total abstainer; moderate salary; excellent references. 372/4, Office of this Paper.

QUALIFIED SCOT (24), conscientious and trustworthy; London (West End and Suburbs) and country experience; knowledge of bookkeeping; free shortly. 369/16, Office of this Paper.

QUALIFIED; young; 4½ years' experience; desires Temporary Situation (up to about 6 weeks); preferably Lancashire. 370/29, Office of this Paper.

QUALIFIED Assistant seeks London medium-class post owing to sale of business; 5 years similarly; free immediately. "Urgent," 370/14, Office of this Paper.

QUALIFIED Lady, first-class experience of Retail Pharmacy; quick Dispenser; excellent references; desires change; London or near. 371/8, Office of this Paper.

QUALIFIED Lady, disengaged end February, desires post Hospital, Institution or Retail; excellent references and experience. Reply Reference 623, 77 Oxford Street, Manchester.

QUALIFIED Young Lady, Hall Certificate, requires post with Doctor or Chemist; free now. Smith, 132 Malford Grove, E.18.

QUALIFIED (24); any progressive position, Manager or Assistant; capable, hard worker, tall; London experience. Statim, 22 Radcliffe Road, Southampton.

QUALIFIED; 18 years' experience in Retail and Photographic in Scotland, North of England; desires Managerial Post in or about London (S.E. preferred); approximately end of March. "G.," 181 Sandhurst Road, Catford, S.E.6.

QUALIFIED (36), married, Manager or Assistant, permanency, anywbere; excellent experience and references. Hardy, 27 Shaftsbury Road, Bath.

QUALIFIED (23), beight 6ft. 3in., seeks position as Manager or Assistant; useful all-round experience; disengaged. S. M. Cotter, 309 Burgess Road, Bassett, Southampton.

REAL Live Man, unqualified, requires a situation as Assistant or Manager; smart salesman and thoroughly experienced in all departments of the trade; sound references. "Worker," 370/8, Office of this Paper.

SITUATION wanted as Junior Assistant; accustomed to brisk, Good-class Dispensing and Retail Business; age 21; good reference. K. G. Rolls, 6 North Avenue, Ramsgate.

THOROUGHLY capable, reliable, business woman, Qualified, requires post as Manager; 10 years' sound experience in all branches of modern retail pharmacy. 371/6, Office of this Paper.

UNQUALIFIED Assistant (22), 5 ft. 11 in., desires change; London preferred but not essential; 4½ years' sound experience N.H.I. and private Dispensing; Kodak trained, Photographic Salesman; practical experience in D. and P. work; educated; good counterman. Write Bowen, 6 George Street, Milford Haven.

UNQUALIFIED Assistant desires post; (23); 7 years' experience; distance no object. Watkins, 7 Haven Terrace, Ealing, London, W.5.

UNQUALIFIED Assistant (22); tall; accurate Dispenser, tactful salesman, good Window-dresser; anywhere. Paton, 3 Louise Street, Burslem, Stoke-on-Trent.

YOUNG LADY wishing study Hall Certificate desires to serve official hours in Pharmacy; Senior Cambridge; 2 years' experience; Western England preferred, not essential. Smith, 14 Brunswick Square, Gloucester.

YOUTH (16) desires situation Chemistry, Pharmacy or apprenticeship in Laboratory; technical school education. Hale, 3 Downs Road, E.5.

55S.—ASSISTANT (25), Unqualified; late proprietor London; 8 years' experience all branches. "Disengaged," 13 Pinnocks Avenue, Gravesend, Kent.

WHOLESALE.

ADVERTISING Bills, Circulars and Free Samples distributed house to house by reliable, experienced man; excellent references; terms: bills, circulars 6s. 6d.; samples, 7s. 1,000. Tootell, 22 Henry Street, C-on-M., Manchester.

ADVERTISER (30), car owner, real go-getter, 10 years' connection Chemists, Stores, Co-ops., Lancs, Yorks, Ches, Wales, desires appointment; salary or expenses and commission; would consiuer good Agency. 372/25, Office of this Paper.

ADVERTISER, married, 25 years' all-round experience, seeks situation in London or suburbs, Packing, Checking or Manufacturing; 14 years last situation. F., 51 Southover, Downham, Bromley, Kent.

CORRESPONDENCE, QUERIES (TACTFUL), DESIGNING, ADVERTISING.—Advertiser, lifelong experience in Wholesale, desires re-engagement, Loudon. Thomas, 61 Highbury Quadrant, N.5.

ENERGETIC Young Man desires to represent good Drug and/or Sundries House; thorough knowledge Retail Trade; car driver. 369/8, Office of this Paper.

QUALIFIED Experienced Representative; Sales, Dental Propaganda; extensive connection Midlands, South Wales; highest testimonials; car driver. 371/15, Office of tbis Paper.

REPRESENTATIVE calling on Doctors, Chemists, Nursing Homes, &c., requires represent another good house. Jesmond, 54 Drummond Road, Bournemouth.

REPRESENTATIVE, experienced London and Home Counties, disengaged; thorough knowledge of packed Toilets; last ref, 7 years with leading proprietary house; excellent refs. "Traveller," 12 Burlington Gardens, Chiswick.

REPRESENTATIVE.—Keen, energetic Salesman; 10 years' experience in London and South of England with Proprietaries, Toilct Preparations, &c.; desires to represent leading house. 370/28, Office of this Paper.

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(Articles to the value of £5–£50.)

CASH REGISTER made by National; total adder; in fine condition; no longer rcquired. Letters only to R. Davis, 56 White Hart Lane, Wood Green, N.22.

OPTICIANS' Trial Case of mounted lenses (60 pairs sphericals, 40 pairs cylindricals, 10 prisms, 8 discs, 1 trial frame), with Test Charts and Text Books, for £12. Harper, 503 Castlemilk Road, Croftfoot, Glasgow.

OWNER CHEMIST, dismantling, has for cheap sale 10 ft. run mahogany-fronted drawers with sheiving and cornice, about 8 doz. shop rounds; small stock; no patents; applications from a distance not entertained; any reasonable offer considered. Edwards, Chemist, Holme-on-Spalding Moor, York.

82 X 2 LB. Capsuled Bottles of Citrate of Magnesia, 1s. 6d. each, carriage forward; whole or part. Also 2 large Glass Specie Jars, 2 ft. high, with dome tops, leaf gold, hand-painted from inside (Magnesia and Rhubarb); what offers? Wain, Chemist, Longton, Staffs.

MISCELLANEOUS.

A CHEMIST retiring from own small business offers excellent mahogany fittings, utensils and varied small stock; total cost over £250; price £100 net if removed by March 15; excellent opportunity for one starting business or branch. Apply Pratt, 13 St. John's Street, Cambridge.

A FINE PHARMACY can now be fitted complete ready for opening from £95 upwards. Old-time shops modernised and brought up to date at lowest prices. Many recent testimonials. Designs, advice and prices frec from PHILIP JOSEPHS & SONS, LTD., Pharmacy Fitters for 107 years, 90/92 St. John Street, Clerkenwell, London, E.C.

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CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a, Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMIST'S Mahogany Fittings suit small Pharmacy; Drug-fitting 8 ft. long, Wallcase 6 ft. long, Dispensing Screen 5 ft. long, Serving Counter-case front 8 ft. long, 4-ft. Nest Counter Drawers, cheap to clear; Wallcase, 4 ft. 6 in. long, 7 ft. high, 1 ft. deep; All-glass Counter, 5 ft. long, 3 ft. hy 2 ft.; 1 Glass shelf; Silent Salesman, 5 ft. 10 in. high; 3 Glass shelves. George Cook, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1.

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£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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ENSIGN ROTARY Print Dryer, all-electric, used one season; condition as new; cost £25, take £3 for quick sale. Foster, 60 Exmouth Street, Clerkenwell, E.C.1.

WANTED

WANTED, in good saleable condition, Ward Cousins Ear Drums (B.W.). Savory & Moore, Ltd., 8 Welbeck Street, London.

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